

## Translation

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MEMBERSHIP  
August 8, 2023

# CONSOLIDATED FINANCIAL RESULTS for the First Three Months of the Fiscal Year Ending March 31, 2024 <under Japanese GAAP>

Company name: TOMY COMPANY, LTD.  
Listing: Prime Market of the Tokyo Stock Exchange  
Securities identification code: 7867  
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Scheduled date to file quarterly securities report: August 9, 2023  
Scheduled date to commence dividend payments: –  
Supplementary material on quarterly financial results: No  
Quarterly financial results presentation meeting: Yes (for institutional investors and analysts)

(in millions of yen with fractional amounts discarded, unless otherwise noted)

## 1. Consolidated performance for the first three months of the fiscal year ending March 31, 2024 (From April 1, 2023 to June 30, 2023)

### (1) Consolidated operating results (cumulative) (Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended								
June 30, 2023	43,102	9.0	2,506	50.5	2,330	74.5	1,805	145.6
June 30, 2022	39,552	12.8	1,665	(22.5)	1,335	(37.7)	735	(75.6)

Note: Comprehensive income  
Three months ended June 30, 2023 ¥6,451 million [(2.3)%]  
Three months ended June 30, 2022 ¥6,600 million [138.3%]

	Basic earnings per share	Diluted earnings per share
Three months ended	yen	yen
June 30, 2023	19.72	19.70
June 30, 2022	8.04	8.03

### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	yen
June 30, 2023	163,733	91,185	55.6	1,003.97
March 31, 2023	159,519	87,167	54.5	950.39

Reference: Equity  
As of June 30, 2023 ¥91,085 million  
As of March 31, 2023 ¥87,012 million

## 2. Cash dividends

	Annual dividends				
	First quarter-end	Second quarter-end	Third quarter-end	Year-end	Total
	yen	yen	yen	yen	yen
Fiscal year ended March 31, 2023	–	17.50	–	15.00	32.50
Fiscal year ending March 31, 2024	–				
Fiscal year ending March 31, 2024 (Forecast)		17.50	–	17.50	35.00

Note: Revisions to the cash dividend forecasts most recently announced: None

## 3. Consolidated earnings forecasts for the fiscal year ending March 31, 2024

(From April 1, 2023 to March 31, 2024)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	yen
Six months ending September 30, 2023 (cumulative)	92,000	3.3	6,000	(0.2)	5,600	14.4	4,000	25.3	43.61
Fiscal year ending March 31, 2024	195,000	4.1	13,500	2.9	13,000	7.9	9,000	8.2	98.13

Note: Revisions to the consolidated earnings forecasts most recently announced: None

\* Notes

(1) Changes in significant subsidiaries during the three months under review (changes in specified subsidiaries resulting in the change in scope of consolidation): None

(2) Application of specific accounting for preparing quarterly consolidated financial statements: Yes

Note: For more details, please refer to the section of “(3) Notes Regarding Consolidated Financial Statements, (Application of specific accounting for preparing quarterly consolidated financial statements)” of “2. Consolidated Financial Statements and Significant Notes Thereto” on page 13 of the attached material.

(3) Changes in accounting policies, changes in accounting estimates, and restatement

a. Changes in accounting policies due to revisions to accounting standards: None

b. Changes in accounting policies due to other reasons: None

c. Changes in accounting estimates: None

d. Restatement: None

(4) Number of issued shares (common shares)

a. Total number of issued shares at the end of the period (including treasury shares)

As of June 30, 2023	93,616,650 shares
As of March 31, 2023	94,990,850 shares

b. Number of treasury shares at the end of the period

As of June 30, 2023	2,891,730 shares
As of March 31, 2023	3,435,898 shares

c. Average number of shares during the period (cumulative from the beginning of the fiscal year)

Three months ended June 30, 2023	91,581,157 shares
Three months ended June 30, 2022	91,502,219 shares

Note: The Company has introduced “Performance-linked stock-based compensation system for Directors (excluding outside directors and part-time directors)” and “Performance-linked stock-based compensation system for Executive Officers.” Treasury shares remaining in the “Performance-linked stock-based compensation system for Directors (excluding outside directors and part-time directors)” and the “Performance-linked stock-based compensation system for Executive Officers” that are recorded as treasury shares in shareholders’ equity are included in treasury shares to be deducted in the calculation of the total number of issued shares at the end of the period for the calculation of net assets per share. They are also included in treasury shares to be deducted in the calculation of the average number of shares during the period for the calculation of basic earnings per share.

\* Quarterly financial results reports are exempt from quarterly reviews conducted by certified public accountants or an audit corporation.

\* Proper use of earnings forecasts, and other special matters

Regarding future forecasts, please refer to “(3) Explanation of Consolidated Earnings Forecasts and Other Forward-looking Statements,” under “1. Qualitative Information Regarding Consolidated Operating Results,” on page 8.

A financial results presentation meeting for institutional investors and analysts will be held via telephone conference on August 8, 2023.

[Attached Material]

- 1. Qualitative Information Regarding Consolidated Operating Results ..... 5
  - (1) Explanation of Operating Results ..... 5
  - (2) Overview of Financial Position..... 8
  - (3) Explanation of Consolidated Earnings Forecasts and Other Forward-looking Statements..... 8
- 2. Consolidated Financial Statements and Significant Notes Thereto..... 9
  - (1) Consolidated Balance Sheet ..... 9
  - (2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income ... 11
    - (Consolidated statement of income)..... 11
    - (Consolidated statement of comprehensive income)..... 12
  - (3) Notes Regarding Consolidated Financial Statements ..... 13
    - (Notes regarding assumption of going concern)..... 13
    - (Notes on significant changes in the amount of shareholders' equity)..... 13
    - (Application of specific accounting for preparing quarterly consolidated financial statements) .. 13
    - (Consolidated statement of income)..... 13
    - (Segment information)..... 14

## 1. Qualitative Information Regarding Consolidated Operating Results

### (1) Explanation of Operating Results

(Highlights of First Three Months of the Fiscal Year Ending March 31, 2024)

Toward our corporate philosophy of “in order to fulfill the dreams of all,” the TOMY Group is further strengthening its toy business to build a solid management foundation, and promoting overseas expansion to transform itself into a truly Outstanding Global Company. In the fiscal year ending March 31, 2024, as the final year of the Medium-Term Management Plan that began in the fiscal year ended March 31, 2022, we will flexibly respond to changes in economic activities and consumer behavior, and will work toward achieving each measure of the Medium-Term Management Plan.

(Impacts etc. of the novel coronavirus disease (COVID-19))

Social and economic activities moved further toward normalization in Japan, as are shown in such developments as a recovery in the flow of people, including foreign tourists visiting Japan, and the resumption of various events. This followed the reclassification of COVID-19 from a Class 2 to a Class 5 infectious disease under the Infectious Diseases Control Law on May 8, 2023, among other moves. A similar trend to that of Japan toward a recovery in daily life was also seen overseas.

In addition, the business environment surrounding the Company still remains highly uncertain overall with the sharp rise in global raw materials prices and inflation and extreme foreign exchange fluctuations that began with the sudden deterioration in the situation in Ukraine.

(Consolidated performance)

#### • Net sales

Net sales were ¥43,102 million (up 9.0% year on year). For our long-standing products, we continued our efforts to plan, develop, and enhance sales of products that appeal not only to children but also to adults. In “PLARAIL,” we began releasing the new “PLARAIL Real Class” for adults, which enables both the enjoyment of displaying and the enjoyment of playing, in addition to the existing lineup of products aimed at children. By announcing the comeback of “Jenny,” a fashion doll that first appeared and was popular in the 1980s, as a friend to the “#Licca (Hashtag Licca)” series, we made efforts to widen the age range of our customers.

In addition, we worked to link toys to content as part of our initiative to develop our intellectual property (IP) on television and the internet, such as by launching “ANIA Kingdom,” the first TV animation for the “ANIA” series of animal figures that can be moved when playing.

At group companies, sales increased in the GACHA capsule toy business being developed by T-ARTS Company, as a result of the expanded installation of large-scale GACHA sales spaces and the expansion of products for adults that make use of popular content, while the amusement machine Pokémon Mezastar remained popular. Furthermore, sales grew in the KIDDY LAND retail business due to the recovery in the flow of people, including foreign tourists visiting Japan, while in China there was a recovery in sales due in part to the reaction to lockdowns imposed in the same period of the previous fiscal year.

#### • Profit

Operating profit was ¥2,506 million (up 50.5% year on year), and ordinary profit was ¥2,330 million (up 74.5% year on year), reflecting growth in gross profit due to the increase in net sales and also due to the improvement in our sales cost ratio driven by stability in shipping costs and other factors. Profit attributable to owners of parent was ¥1,805 million (up 145.6% year on year).

(Overview of Reportable Segments)  
 <Overview of operating results by segment>

(Millions of yen)

	First three months of the fiscal year ended March 31, 2023	First three months of the fiscal year ending March 31, 2024	Change	Rate of change (%)
Net sales	39,552	43,102	3,550	9.0
Japan	33,245	36,521	3,276	9.9
Americas	6,122	5,936	(186)	(3.0)
Europe	894	770	(124)	(13.9)
Oceania	626	593	(33)	(5.3)
Asia (excl. Japan)	14,771	14,079	(691)	(4.7)
Eliminations and corporate	(16,108)	(14,797)	1,310	–
Operating profit/(loss)	1,665	2,506	841	50.5
Japan	2,996	3,719	722	24.1
Americas	(216)	(274)	(57)	–
Europe	(237)	(272)	(34)	–
Oceania	31	58	26	85.1
Asia (excl. Japan)	463	417	(45)	(9.9)
Eliminations and corporate	(1,371)	(1,142)	229	–

Japan

(Millions of yen)

	First three months of the fiscal year ended March 31, 2023	First three months of the fiscal year ending March 31, 2024	Change
Net sales	33,245	36,521	3,276
Operating profit	2,996	3,719	722

Net sales were ¥36,521 million (up 9.9% year on year), and operating profit was ¥3,719 million (up 24.1% year on year). For our long-standing products, we continued our efforts to plan, develop, and expand sales of products that appeal not only to children but also to adults. In “PLARAIL,” we began releasing the new “PLARAIL Real Class” for adults, which enables both the enjoyment of displaying and the enjoyment of playing, in addition to the existing lineup of products aimed at children. Through the comeback of “Jenny,” a fashion doll that first appeared and was popular in the 1980s, as a friend to the “#Licca (Hashtag Licca)” series, we made efforts to widen the age range of our customers. Interest in “TRANSFORMERS” increased as a result of such initiatives as announcing new toys with the latest design inspired by the characters in the newly released movie.

“BEYBLADE X,” the fourth generation of the modern version of “BEYBLADE,” was introduced to the market in July 2023. We created a buzz on social media and elsewhere by announcing the development of a range of toys with digital links, the release of comic books, the broadcast of a TV animation program, and other measures on the theme of “BEYBLADE WILL BECOME SPORTS.”

As part of our initiative to develop IP on television and the internet, we worked to expand sales of the “ANIA” series of animal figures that can be moved when playing, which celebrates the 10th anniversary of its launch this fiscal year, as a new long-standing product. Also, in April 2023, we began broadcasting the “ANIA Kingdom” TV animation for the series. In “Go! Go! Vehicle Zoo,” an animation that brings together highly individual characters from “TOMICA,” “PLARAIL,” and “ANIA,” we started TV broadcasts from April 2023 in addition to the official YouTube “Takara Tomy Channel,” as part of effort to proactively develop the Company’s IP.

In the event business, we resumed a variety of events involving TOMICA EXPO and PLARAIL EXPO,

which have been well received by attendees. Sales grew in the KIDDY LAND retail business due to the recovery in the flow of people, including foreign tourists visiting Japan. Sales increased in the GACHA capsule toy business being developed by T-ARTS Company, as a result of the expanded installation of large-scale GACHA sales spaces and the expansion of products for adults that make use of popular content. In amusement machines, Pokémon Mezastar remained popular.

In the “The 2023 Japan Toy Award” held in June 2023, the TOMY Group won the Grand Prize in three categories, the Innovation Excellence Award, and the Excellence Award in three categories for a total of seven prizes, showing the extent to which our products are appreciated.

#### Americas

(Millions of yen)

	First three months of the fiscal year ended March 31, 2023	First three months of the fiscal year ending March 31, 2024	Change
Net sales	6,122	5,936	(186)
Operating loss	(216)	(274)	(57)

Net sales were ¥5,936 million (down 3.0% year on year), but we recorded an operating loss of ¥274 million (operating loss of ¥216 million in the same period of the previous fiscal year). In addition to strong sales of baby products, we recorded growth in sales of the plush toy series “Mocchi- Mocchi- (overseas product name: Club Mocchi- Mocchi-),” developed by T-ARTS Company in Japan. On the other hand, sales at the Fat Brain Group declined.

#### Europe

(Millions of yen)

	First three months of the fiscal year ended March 31, 2023	First three months of the fiscal year ending March 31, 2024	Change
Net sales	894	770	(124)
Operating loss	(237)	(272)	(34)

Net sales were ¥770 million (down 13.9% year on year), and we recorded an operating loss of ¥272 million (operating loss of ¥237 million in the same period of the previous fiscal year). This was partly due to declines in sales of baby products and agricultural machinery toys, etc., which more than offset growth in Toomies and other preschool products, and in long-selling party game “Pop-Up Pirate (overseas product name: Pop-Up Pirate).”

#### Oceania

(Millions of yen)

	First three months of the fiscal year ended March 31, 2023	First three months of the fiscal year ending March 31, 2024	Change
Net sales	626	593	(33)
Operating profit	31	58	26

Net sales were ¥593 million (down 5.3% year on year), partly due to declining sales of baby products, etc., despite strong sales of agricultural machinery toys and favorable sales of the plush toy “Club Mocchi- Mocchi-.” On the other hand, operating profit was ¥58 million (up 85.1% year on year), reflecting growth in gross profit due to the improvement in our sales cost ratio driven by stability in shipping costs and other factors.

## Asia (excl. Japan)

(Millions of yen)

	First three months of the fiscal year ended March 31, 2023	First three months of the fiscal year ending March 31, 2024	Change
Net sales	14,771	14,079	(691)
Operating profit	463	417	(45)

Net sales were ¥14,079 million (down 4.7% year on year), and operating profit was ¥417 million (down 9.9% year on year). In addition to strong sales of products related to “TOMICA” and Pokémon, amusement machines sold by T-ARTS Company also continued to perform well. In China, there was a recovery in sales due in part to the reaction to lockdowns imposed in the same period of the previous fiscal year.

On the other hand, manufacturing subsidiary TOMY (Hong Kong) Ltd. recorded a decline in shipments to Europe and the United States.

## (2) Overview of Financial Position

## Assets, Liabilities and Net Assets

## &lt;Assets&gt;

At the end of the first quarter of the fiscal year ending March 31, 2024, current assets stood at ¥114,203 million, up ¥2,539 million from the end of the previous fiscal year ended March 31, 2023. This was mainly attributable to increases in notes and accounts receivable - trade and merchandise and finished goods, despite a decrease in cash and deposits.

Non-current assets stood at ¥49,529 million, up ¥1,674 million from the end of the previous fiscal year. This was mainly attributable to increases in intangible assets and investments and other assets, despite a decrease in property, plant and equipment.

## &lt;Liabilities&gt;

At the end of the first quarter, current liabilities stood at ¥54,271 million, up ¥1,214 million from the end of the previous fiscal year. This was mainly attributable to increases in notes and accounts payable - trade and short-term borrowings, despite decreases in accounts payable - other and income taxes payable.

Non-current liabilities stood at ¥18,276 million, down ¥1,019 million from the end of the previous fiscal year. This was mainly attributable to a decrease in long-term borrowings, despite an increase in deferred tax liabilities.

## &lt;Net assets&gt;

At the end of the first quarter, total net assets were ¥91,185 million, up ¥4,018 million from the end of the previous fiscal year. This was mainly attributable to increases in deferred gains or losses on hedges and foreign currency translation adjustment.

## (3) Explanation of Consolidated Earnings Forecasts and Other Forward-looking Statements

No changes have been made to the earnings forecasts that were announced on May 9, 2023.



## 2. Consolidated Financial Statements and Significant Notes Thereto

### (1) Consolidated Balance Sheet

(Millions of yen)

	As of March 31, 2023	As of June 30, 2023
<b>Assets</b>		
Current assets		
Cash and deposits	66,455	61,706
Notes and accounts receivable - trade	20,905	21,893
Merchandise and finished goods	16,694	19,666
Work in process	730	943
Raw materials and supplies	1,100	1,106
Other	5,972	9,097
Allowance for doubtful accounts	(194)	(209)
Total current assets	111,664	114,203
Non-current assets		
Property, plant and equipment		
Buildings and structures	13,593	13,733
Accumulated depreciation	(9,357)	(9,519)
Accumulated impairment loss	(910)	(918)
Buildings and structures, net	3,325	3,294
Machinery, equipment and vehicles	2,862	2,903
Accumulated depreciation	(2,335)	(2,384)
Accumulated impairment loss	(35)	(35)
Machinery, equipment and vehicles, net	492	483
Tools, furniture and fixtures	24,725	25,541
Accumulated depreciation	(22,779)	(23,444)
Accumulated impairment loss	(960)	(1,042)
Tools, furniture and fixtures, net	985	1,054
Land	3,933	3,949
Leased assets	8,746	8,845
Accumulated depreciation	(4,791)	(5,121)
Accumulated impairment loss	(393)	(431)
Leased assets, net	3,561	3,292
Right-of-use assets	2,916	2,998
Construction in progress	423	451
Total property, plant and equipment	15,638	15,525
Intangible assets		
Goodwill	15,616	16,460
Other	10,114	10,800
Total intangible assets	25,731	27,261
Investments and other assets		
Investment securities	2,979	3,382
Deferred tax assets	1,483	1,284
Other	2,033	2,092
Allowance for doubtful accounts	(10)	(17)
Total investments and other assets	6,485	6,742
Total non-current assets	47,854	49,529
Total assets	159,519	163,733

(Millions of yen)

	As of March 31, 2023	As of June 30, 2023
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	9,213	12,408
Short-term borrowings	10,043	11,510
Current portion of long-term borrowings	8,901	8,469
Lease liabilities	3,198	3,062
Accounts payable - other	7,276	6,552
Accrued expenses	8,058	7,577
Income taxes payable	1,562	832
Provisions	473	381
Other	4,328	3,476
Total current liabilities	53,056	54,271
Non-current liabilities		
Long-term borrowings	10,177	8,554
Lease liabilities	3,669	3,709
Deferred tax liabilities	431	944
Deferred tax liabilities for land revaluation	472	472
Provisions	401	369
Retirement benefit liability	2,597	2,642
Other	1,546	1,584
Total non-current liabilities	19,295	18,276
Total liabilities	72,352	72,547
<b>Net assets</b>		
Shareholders' equity		
Share capital	3,459	3,459
Capital surplus	8,147	6,744
Retained earnings	60,092	60,517
Treasury shares	(3,587)	(3,182)
Total shareholders' equity	68,112	67,539
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,317	1,604
Deferred gains or losses on hedges	680	2,108
Revaluation reserve for land	624	624
Foreign currency translation adjustment	16,712	19,678
Remeasurements of defined benefit plans	(433)	(470)
Total accumulated other comprehensive income	18,900	23,545
Share acquisition rights	154	100
Total net assets	87,167	91,185
Total liabilities and net assets	159,519	163,733

(2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income  
(Consolidated statement of income)

(Millions of yen)

	Three months ended June 30, 2022	Three months ended June 30, 2023
Net sales	39,552	43,102
Cost of sales	24,465	26,109
Gross profit	15,086	16,993
Selling, general and administrative expenses	13,421	14,486
Operating profit	1,665	2,506
Non-operating income		
Interest and dividend income	35	143
Rental income	37	36
Other	70	57
Total non-operating income	143	237
Non-operating expenses		
Interest expenses	96	226
Foreign exchange losses	271	93
Other	103	92
Total non-operating expenses	472	412
Ordinary profit	1,335	2,330
Extraordinary income		
Gain on sale of non-current assets	–	2
Total extraordinary income	–	2
Extraordinary losses		
Loss on sale of non-current assets	–	3
Loss on retirement of non-current assets	0	3
Loss on COVID-19	32	–
Total extraordinary losses	32	6
Profit before income taxes	1,303	2,327
Income taxes	567	521
Profit	735	1,805
Profit attributable to owners of parent	735	1,805

## (Consolidated statement of comprehensive income)

(Millions of yen)

	Three months ended June 30, 2022	Three months ended June 30, 2023
Profit	735	1,805
Other comprehensive income		
Valuation difference on available-for-sale securities	(165)	287
Deferred gains or losses on hedges	1,108	1,427
Foreign currency translation adjustment	4,953	2,966
Remeasurements of defined benefit plans, net of tax	(30)	(36)
Total other comprehensive income	5,865	4,645
Comprehensive income	6,600	6,451
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	6,600	6,451
Comprehensive income attributable to non-controlling interests	–	–

(3) Notes Regarding Consolidated Financial Statements

(Notes regarding assumption of going concern)

Nothing to note.

(Notes on significant changes in the amount of shareholders' equity)

Nothing to note.

(Application of specific accounting for preparing quarterly consolidated financial statements)

*(Tax expense calculation)*

Tax expenses on profit before income taxes for the three months under review are calculated by multiplying profit before income taxes for the three months under review by the reasonably estimated effective tax rate for the fiscal year including the first quarter under review after applying tax effect accounting.

(Consolidated statement of income)

Loss on COVID-19

During the first three months of the fiscal year ended March 31, 2023, it mainly includes fixed expenses (personnel expenses and depreciation, etc.) incurred during the business activity suspension period following the lockdowns in Shanghai, China, due to the effects of the spread of COVID-19.

(Segment information)

I. First three months of the fiscal year ended March 31, 2023 (April 1, 2022 to June 30, 2022)

1. Information regarding net sales and profit or loss by reportable segment

(Millions of yen)

	Japan	Americas	Europe	Oceania	Asia (excl. Japan)	Total
Net sales						
External customers	29,593	6,021	894	626	2,415	39,552
Inter-segment sales and transfers	3,651	100	–	–	12,355	16,108
Total	33,245	6,122	894	626	14,771	55,660
Segment profit (loss)	2,996	(216)	(237)	31	463	3,037

2. Differences between the total amount of profit or loss in reportable segments and the amount recorded on the quarterly consolidated statement of income and details thereof  
(Reconciliation)

(Millions of yen)

Profit	Amount
Reportable segments total	3,037
Inter-segment eliminations	(509)
Corporate expenses (Note)	(862)
Operating profit on the quarterly consolidated statement of income	1,665

Note: Corporate expenses primarily comprise general and administrative expenses not allocable to reportable segments.

II. First three months of the fiscal year ending March 31, 2024 (April 1, 2023 to June 30, 2023)

1. Information regarding net sales and profit or loss by reportable segment

(Millions of yen)

	Japan	Americas	Europe	Oceania	Asia (excl. Japan)	Total
Net sales						
External customers	32,523	5,922	765	593	3,297	43,102
Inter-segment sales and transfers	3,997	13	4	–	10,781	14,797
Total	36,521	5,936	770	593	14,079	57,900
Segment profit (loss)	3,719	(274)	(272)	58	417	3,648

2. Differences between the total amount of profit or loss in reportable segments and the amount recorded on the quarterly consolidated statement of income and details thereof  
(Reconciliation)

(Millions of yen)

Profit	Amount
Reportable segments total	3,648
Inter-segment eliminations	(161)
Corporate expenses (Note)	(980)
Operating profit on the quarterly consolidated statement of income	2,506

Note: Corporate expenses primarily comprise general and administrative expenses not allocable to reportable segments.