

## Six-Year Financial and Non-Financial Summary

(Millions of yen)

	2023	2022	2021	2020	2019	2018
Net sales	187,297	165,448	141,218	164,837	176,853	177,366
Gross profit	72,348	66,606	55,256	66,364	73,478	72,217
Total selling, general and administrative expenses	59,229	54,261	48,177	55,681	59,071	59,018
Operating profit	13,119	12,344	7,079	10,683	14,407	13,199
Ordinary profit	12,043	12,666	7,170	10,204	14,303	12,420
Profit (loss) before income taxes	11,642	13,772	7,462	7,601	13,784	9,967
Profit (loss) attributable to owners of parent	8,314	9,114	5,374	4,507	9,302	7,962
EBITDA <sup>1</sup>	20,804	19,241	14,246	18,723	22,490	22,311
R&D expenses	4,542	4,607	4,066	4,666	3,963	3,533
Depreciation and amortization	7,685	6,897	7,166	8,040	8,082	9,111
Cash flows from operating activities	16,223	16,405	18,064	9,006	21,492	16,346
Cash flows from investing activities	(2,134)	(2,488)	(8,606)	(3,381)	(4,038)	(3,692)
Cash flows from financing activities	(13,689)	(12,991)	6,817	(12,274)	(10,057)	(24,670)
(As of March 31)						
Total assets	159,519	156,090	147,614	129,253	143,364	139,456
Net assets	87,167	79,174	69,928	67,410	67,315	56,322
Interest-bearing debt	29,121	35,357	42,363	29,655	35,465	42,793
<b>Per Share Data (Yen)</b>						
Earnings per share	90.66	98.23	57.07	47.30	97.85	84.74
Dividend per share	32.50	32.50	17.50	30.00	24.00	14.00
Net assets per share	950.39	860.74	742.45	703.07	700.26	591.00

	2023	2022	2021	2020	2019	2018
<b>Major Financial Indices</b>						
Operating margin (%)	7.0	7.5	5.0	6.5	8.1	7.4
Overseas sales ratio (%)	38.5	39.3	38.2	32.9	33.7	36.5
Return on equity (ROE) (%) <sup>2</sup>	10.0	12.3	7.9	6.8	15.2	14.9
Return on assets (ROA) (%) <sup>3</sup>	7.6	8.3	5.2	7.5	10.1	8.4
Equity ratio (%) <sup>4</sup>	54.5	50.5	47.1	51.6	46.5	40.0
Dividend payout ratio (%) <sup>5</sup>	35.8	33.1	30.7	63.4	24.5	16.5
<b>Stock Data</b>						
Stock price at year-end (Yen)	1,481	1,221	1,005	762	1,142	1,092
PER (Times)	16.3	12.4	17.6	16.1	11.7	12.9
Number of shares outstanding (Thousand shares) <sup>6</sup>	91,554	91,623	93,656	94,797	95,239	94,343
<b>Company Data</b>						
Number of subsidiaries	35	34	34	32	33	34
Number of employees (Consolidated)	2,476	2,418	2,379	2,568	2,665	2,199
Number of employees (Non-consolidated)	562	557	547	541	509	504
Average age of employees (Non-consolidated)	44.0	43.9	43.2	42.3	41.5	41.8

1. EBITDA = Operating profit + Depreciation + Amortization of goodwill

2. Return on equity = Profit attributable to owners of parent ÷ Average of total equity\* × 100

\*Equity = Net assets – Subscription rights to shares – Non-controlling interests

3. Return on assets = Ordinary profit ÷ Total assets × 100

4. Equity ratio = Equity ÷ Total assets × 100

5. Payout ratio = Dividend per share for common stock with the record date in the corresponding fiscal year (Total) ÷ Earnings per share × 100

6. Treasury stock has been excluded from these figures.