



chapter 4

Data Section

## Six-Year Financial and Non-Financial Summary

Millions of yen

	2021	2020	2019	2018	2017	2016
Net sales	141,218	164,837	176,853	177,366	167,661	163,067
Gross profit	55,256	66,364	73,478	72,217	63,736	57,339
Total selling, general and administrative expenses	48,177	55,681	59,071	59,018	55,992	54,641
Operating profit	7,079	10,683	14,407	13,199	7,744	2,698
Ordinary profit	7,170	10,204	14,303	12,420	7,823	1,459
Profit (loss) before income taxes	7,462	7,601	13,784	9,967	7,127	(6,711)
Profit (loss) attributable to owners of parent	5,374	4,507	9,302	7,962	5,372	(6,703)
EBITDA <sup>1</sup>	14,246	18,723	22,490	22,311	16,275	11,692
R&D expenses	4,066	4,666	3,963	3,533	3,225	3,144
Depreciation and amortization	7,166	8,040	8,082	9,111	8,531	8,994
Cash flows from operating activities	18,064	9,006	21,492	16,346	24,896	8,675
Cash flows from investing activities	(8,606)	(3,381)	(4,038)	(3,692)	(3,793)	(3,974)
Cash flows from financing activities	6,817	(12,274)	(10,057)	(24,670)	(1,927)	(6,014)
(As of March 31)						
Total assets	147,614	129,253	143,364	139,456	157,693	145,652
Net assets	69,928	67,410	67,315	56,322	51,611	37,824
Interest-bearing debt	42,363	29,655	35,465	42,793	64,748	71,776
Per Share Data (Yen)						
Earnings per share	57.07	47.30	97.85	84.74	61.88	(78.74)
Dividend per share	17.50	30.00	24.00	14.00	10.00	10.00
Net assets per share	742.45	703.07	700.26	591.00	548.45	432.87

	2021	2020	2019	2018	2017	2016
<b>Major Financial Indices</b>						
Operating margin (%)	5.0	6.5	8.1	7.4	4.6	1.7
Overseas sales ratio (%)	38.2	32.9	33.7	36.5	36.8	41.6
Return on equity (ROE) (%) <sup>2</sup>	7.9	6.8	15.2	14.9	12.2	(15.7)
Return on assets (ROA) (%) <sup>3</sup>	5.2	7.5	10.1	8.4	5.2	1.0
Equity ratio (%) <sup>4</sup>	47.1	51.6	46.5	40.0	32.4	25.5
Dividend payout ratio (%) <sup>5</sup>	30.7	63.4	24.5	16.5	16.2	–
<b>Stock Data</b>						
Stock price at year-end (Yen)	1,005	762	1,142	1,092	1,113	822
PER (Times)	17.6	16.1	11.7	12.9	18.0	–
Number of shares outstanding (Thousand shares) <sup>6</sup>	93,656	94,797	95,239	94,343	93,103	85,814
<b>Company Data</b>						
Number of subsidiaries	34	32	33	34	35	34
Number of employees (Consolidated)	2,379	2,568	2,665	2,199	1,951	2,042
Number of employees (Non-consolidated)	547	541	509	504	495	491
Average age of employees (Non-consolidated)	43.2	42.3	41.5	41.8	41.3	40.9

Notes:

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.