## 11-Year Financial Data

## Major Financial Data

[Millions of yen]

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We have applied accounting standards for revenue recognition, etc., from the fiscal year ended March 31, 2022.	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Net sales	1,236,333	1,321,512	1,272,130	1,287,253	1,253,457	1,256,386	1,196,803	1,119,191	816,009	418,338	487,407
Gross profit	347,410	370,022	355,456	361,768	365,609	367,282	348,282	322,702	227,565	243,685	286,550
Selling, general and administrative expenses	320,771	335,376	322,372	328,660	341,673	342,869	319,052	307,023	248,542	237,745	256,943
Operating income	26,639	34,646	33,083	33,107	23,935	24,413	29,229	15,679	-20,976	5,940	29,606
Recurring income	34,217	38,440	34,563	36,704	27,418	27,325	31,995	19,771	-17,171	9,520	30,017
Net income attributable to parent company shareholders	25,292	21,166	29,886	26,506	14,976	-960	13,480	-11,187	-41,078	12,338	32,377
Total assets	1,223,677	1,284,658	1,291,560	1,293,043	1,312,074	1,275,535	1,247,427	1,223,800	1,198,303	1,168,574	1,217,308
Shareholders' equity	491,001	524,591	560,362	563,264	568,858	576,396	575,531	542,345	501,936	511,796	546,120
Net assets	505,127	541,069	577,655	574,316	579,782	588,091	585,715	550,161	508,275	517,660	552,519
Interest-bearing debt	181,263	171,285	160,601	175,871	186,751	139,972	136,746	175,548	208,884	175,145	164,868 *1
Cash flows from operating activities	4,438	46,022	49,448	43,099	35,373	72,972	28,286	16,281	1,197	37,914	66,301
Cash flows from investing activities	-26,312	-19,221	-34,374	-24,481	-40,913	-26,981	-22,450	-9,965	-4,737	-17,371	-27,026
Cash flows from financing activities	2,339	-16,151	-17,372	-3,711	2,413	-52,753	-9,063	20,259	29,733	-39,927	-16,198
Capital investment	30,499	31,569	29,279	40,043	34,200	38,446	56,526	38,055	29,484	27,767	20,307
Depreciation	21,559	22,228	22,818	23,020	23,562	25,272	25,734	27,021	23,629	23,014	23,340
Net income per share (yen)	64.11	53.65	75.74	67.41	38.27	-2.47	34.58	-28.90	-107.96	32.36	84.82
Net assets per share (yen)	1,244.54	1,329.45	1,421.72	1,438.17	1,460.32	1,478.74	1,475.74	1,426.61	1,317.23	1,341.41	1,430.07
Cash dividend per share (yen)	10.00	11.00	11.00	12.00	12.00	12.00	12.00	12.00	9.00	10.00	14.00
Gross profit margin	28.10%	28.00%	27.94%	28.10%	29.17%	29.23%	29.10%	28.83%	27.89%	58.25%	58.79%
SG&A expense ratio	25.9%	25.4%	25.3%	25.5%	27.3%	27.3%	26.7%	27.4%	30.5%	56.8%	52.7%
Operating profit margin	2.2%	2.6%	2.6%	2.6%	1.9%	1.9%	2.4%	1.4%	-2.6%	1.4%	6.1%
Return on equity (ROE)	5.3%	4.2%	5.5%	4.7%	2.6%	-0.2%	2.3%	-2.0%	-7.9%	2.5%	6.1%
Return on assets (ROA)	2.2%	2.8%	2.6%	2.6%	1.8%	1.9%	2.3%	1.3%	-1.7%	0.5%	2.5%
Rate of return on invested capital (ROIC)*2	2.5%	3.1%	3.0%	3.0%	2.2%	2.3%	2.8%	1.5%	-2.0%	0.6%	2.9%
Shareholders' equity ratio	40.1%	40.8%	43.4%	43.6%	43.4%	45.2%	46.1%	44.3%	41.9%	43.8%	44.9%
Payout ratio	15.6%	20.5%	14.5%	17.8%	31.4%	-	34.7%	-	_	30.9%	16.5%

<sup>\*</sup>In sections with "-", the value is not stated because data are not available.

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 $<sup>^{\</sup>star}$ Percentage figures are shown to two decimal places for gross profit margins, and to one decimal place for other percentages.

<sup>\*1</sup> Interest-bearing debt, including lease obligations, totaled 170,237 million yen.

<sup>\*2</sup> Rate of return on invested capital (ROIC) = consolidated operating income after tax ÷ (interest-bearing debt + shareholders' equity).