



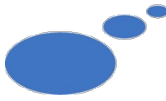
ANALYST GUIDE FY2015

October 2015



(Listed on the 1st Section of the Tokyo Stock Exchange; Code 7447)

<Contact for information on this material: Mr. Ohno,
Administration Headquarters (03-5289-8200)>



I About “NAGAILEBEN”

II Financial Review FY2015

III Market Environment

IV Forecast for FY2016

V Management Goals

VI Rewarding shareholder-focused policies

I About "NAGAILEBEN"



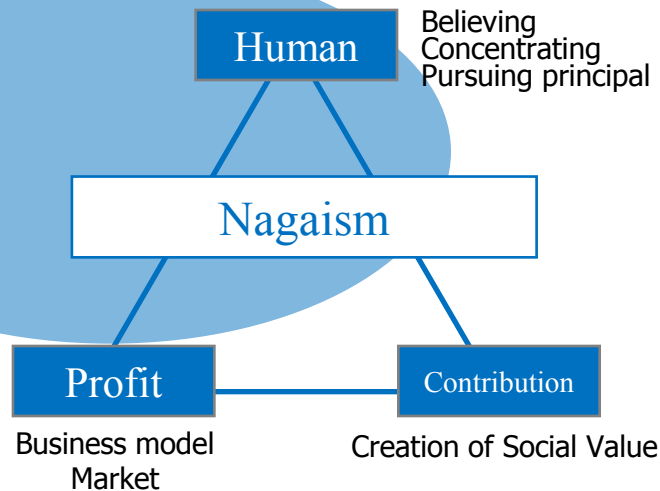
Human, Life, Love
1915 ~ 2015

“Nagaism”

Time of 100 years has created our company spirit.

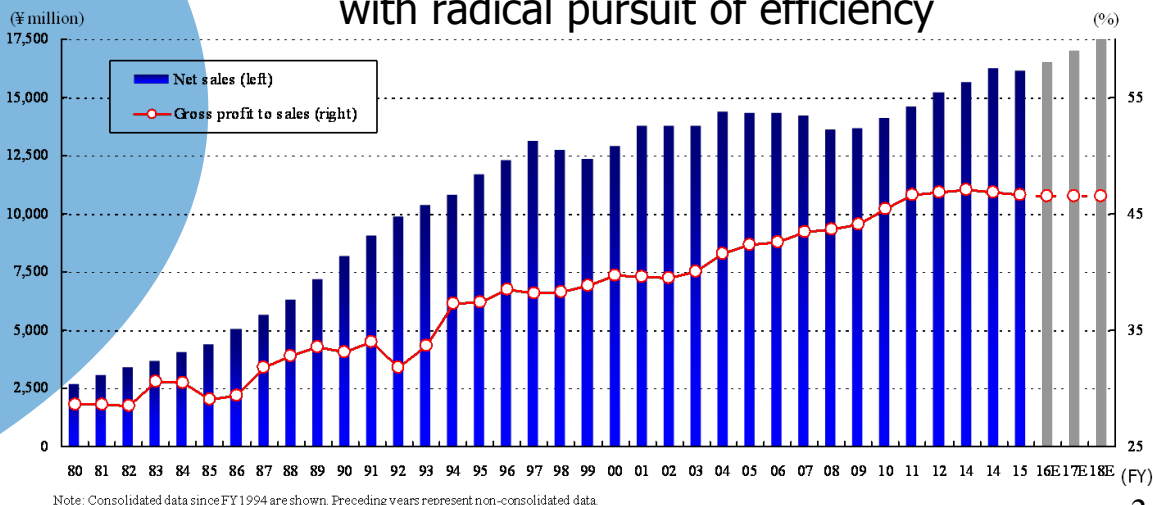
Started white robe business in 1915.

- 1915 Started Business
- 1969 Founded Manufacturing Division
- 1971 Succeed in first polyester medical clothing in Japan
- 1994 Established distribution center in Akita
- 1995 Listed on JASDAQ
Started new products for “care”
- 2001 Listed on 2nd TSE
- 2003 Established distribution center in West Japan
- 2004 Acquired ISO9001:2000
Listed on 1st TSE
- 2005 Acquired ISO14001:1996
- 2014 New HQ Building Completed



Management style “Concentration”

Realization of high profitability with radical pursuit of efficiency





Human, Life, Love
1915 ~ 2015

Social Responsibility

Job creation at Regional Community

- Domestic: Akita
- Overseas: China, Indonesia, and Vietnam

Support for women

- Products for nursing staff or a care worker
- Work for women sewing staff

Environmental Management

- Acquired ISO14001 certification in 2005
- “COMPELPACK” the surgical wear which enables hospital to reduce waste

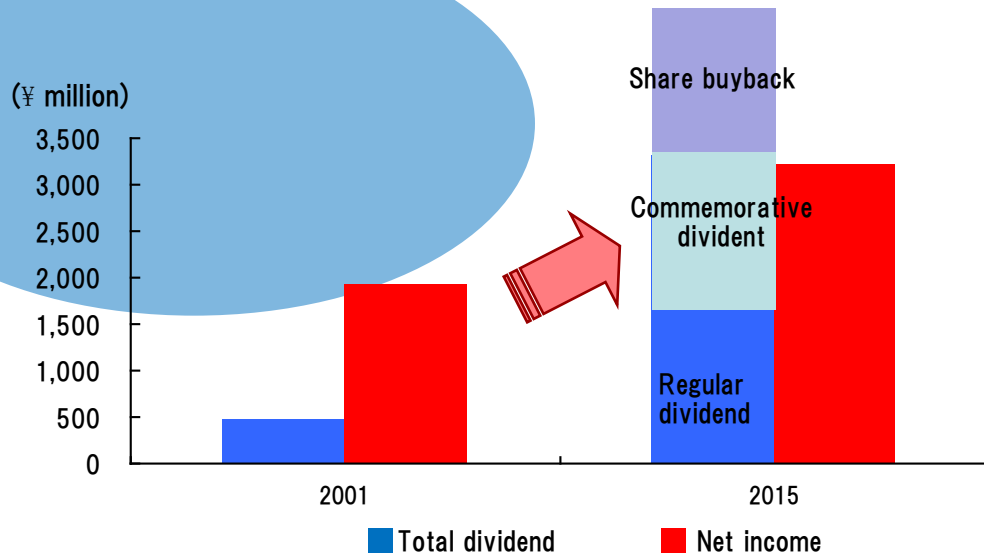
Support for Children

- Admired occupation for medical
- Miffy’s visits to children's hospitals
- Lending hospital medical clothing for child

Profit Reimbursement to Shareholders

Continue stable dividend payment with payout ratio of 50%

DPS will be ¥100 as 100th anniversaries



To grow Steadily and Stably

Nagaileben marked 100th anniversary in 2015.

We will continue prizing our company spirit “Nagaism”, specializing in medical / nurse / care business area, expanding its market and developing best products for our customers.



Establish competitive position in medical clothing market

- Approximately 60% market share in domestic medical clothing
- Wide field, planning, manufacturing and marketing
- Competitive product such as extensive products, custom-made program

Strong growing market

Doctor, Dentist, Pharmacist*1 (2012)	Nursing Staff*2 (2013)	Care workers*3 (2013)
690,000 people	1,570,000 people	1,710,000 people
compare with 2010 +13,000people	compare with 2012 +30,000people	compare with 2012 +80,000people

*1 Annual Report on Health, Labour and Welfare 2012, MHLW

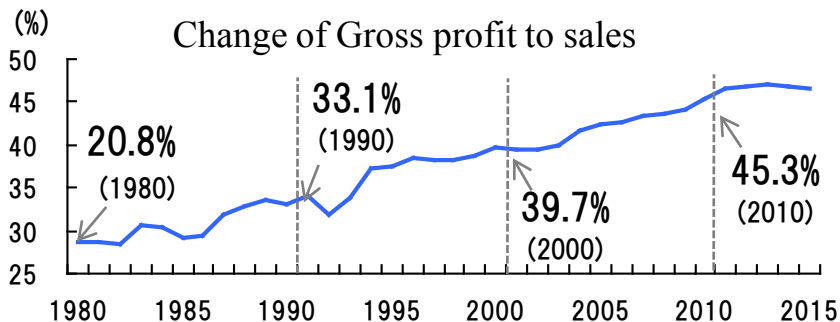
*2 Japanese Nursing Associations' statistical data

*3 Estimation of care workers' demand toward 2025 (June, 2015), MHLW

MHLW: Ministry of Health, Labour and Welfare of Japan

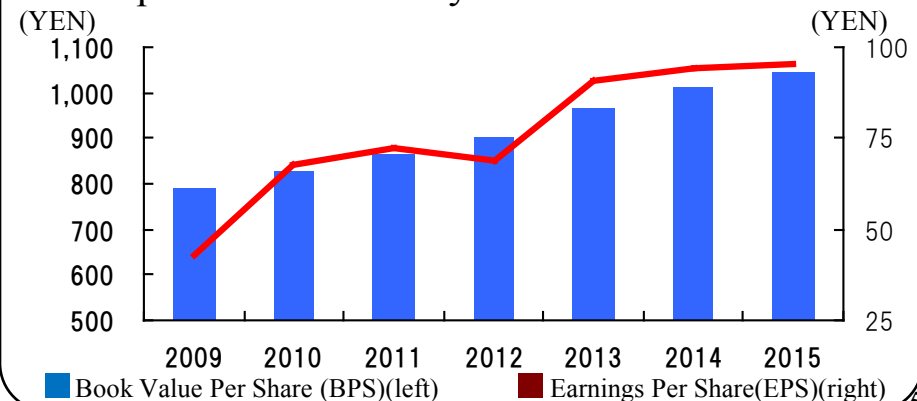
Highly profitability and strong balance sheet

- Gross profit to sales 46.6% (as of FY2015)
- Capital-to-asset ratio 89.2%
- ROE 9.3%



Rewarding shareholder-focused policies

- Continue stable dividend payment with payout ratio of 50%
- Acquisition of treasury stock



II Financial Review FY2015



1

Income

- Net Sales remained previous year approximately
- Operating & Recurring income declined slightly from previous year

2

The Change of Business Environment

- Market Condition: Being revised care service treatment fees negative, market condition was stable
- Production Condition: Appreciation of the dollar against the yen
Escalating material prices, rising sewing costs

3

Unusual Event in this term

- Exchange-rate profit: ¥226m
- Share purchased in January 2015 1 million shares, 1,500 million yen
- DPS will be ¥100 as 100th anniversaries

Financial Highlights <Statements of Income>



(millions of yen,%)	FY2015	% Change	To Forecast %	Composition %	Composition % Change
Net sales	16,150	-0.4	-3.3	100.0	-
Gross profit	7,532	-0.7	-1.9	46.6	-0.1
Sales, general, and administrative expenses	2,719	+2.1	-1.2	16.8	+0.4
Operating income	4,813	-2.2	-2.4	29.8	-0.6
Recurring income	5,088	-1.0	+0.0	31.5	-0.2
Net income	3,225	+0.1	+1.2	20.0	+0.1

[Overview]

- Sales kept at the same level as the previous year. In 4Q, sales of healthcare products increased 21.2% year-on-year, catching renewal contracts which were postponed. Sales of products for patients and surgery grew steadily. There were postponed contracts and drop of sales in doctors' wear and utility wear.

[Gross profit] y/y -¥53 m (Factor of decrease of Net sales: -¥30m, Factor of decrease of profit ratio: -¥23m)

Gross profit to sales FY2014 46.7 % → FY2015 46.6 %

Boost of material cost and sewing cost (-¥42m)

Foreign Exchange rate: FY2014 88.1 Yen/dollar → FY2015 93.5 Yen/dollar (-¥94m)

Overseas production ratio FY2014 43.1 % → FY2015 45.6 % (+¥100m)

[Sales, general, and administrative expenses]

- The cost of 100th anniversaries: ¥25m. Increase of Depreciation related with New HQ ¥35m

[Non-operating income]

- FY2014 Exchange-rate profit: ¥87m, Profit on securities sold: ¥67m

FY2015 Exchange-rate profit: ¥226m (Realized profit changing dollars to yen: ¥165m)

[Extraordinary profit]

- FY2014 Gain on sale of properties: ¥114m (old HQ Building), FY2015: ¥30m (Kameido laboratory)

[Capital Expenditure]

- Capital Expenditure: ¥161m (New HQ: ¥83m, IT system: ¥40m, Buildings: ¥18m, Manufacturing equipment: ¥19m)

- Depreciation: ¥360m

Financial Highlights <Balance Sheet>



Major assets (¥ million %)

Title	Result	Change Result	Change %
Cash on hand at banks	18,673	-380	-2.0
Notes and accounts receivable	4,689	-6	-0.1
Securities	1,518	+1	+0.1
Inventories	4,119	+364	+9.5
Current assets	29,711	+121	+0.4
Buildings and structures	2,450	-119	-4.6
Land	4,447	-32	-0.7
Investments and other assets	1,619	-31	-1.9
Fixed assets	9,296	-263	-2.8
Total assets	39,008	-142	-0.4

Major liabilities and shareholders' equity (¥ million %)

Title	Result	Change Result	Change%
Notes and accounts payable	1,339	-118	-7.8
Accrued income taxes	1,151	-182	-13.7
Current liabilities	4,213	-255	-5.7
Capital reserves	35,040	+1,471	+4.4
Treasury stock	▲4,902	-1,500	+44.1
Net assets	34,795	+113	+0.3
Total liabilities and net assets	39,008	-142	-0.4

[Major changes from the previous fiscal year]

Cash and cash equivalents	down ¥380million
-Cash flows from operating activities	up ¥2,727million
-Acquisition tangible and intangible fixed assets	down ¥225million
-Share buyback	down ¥1,500million
-Dividend payout	down ¥1,711million
Fixed assets	down ¥263million
-Buildings and structures	down ¥119million
-Machinery and equipment	down ¥103million
Net assets	up ¥113million
-Net profit	up ¥3,225million
-Capital reserves	down ¥1,712million
-Share buyback	down ¥1,500million

Segments by item



Healthcare wear



Patient wear



Shoes



Doctors' wear



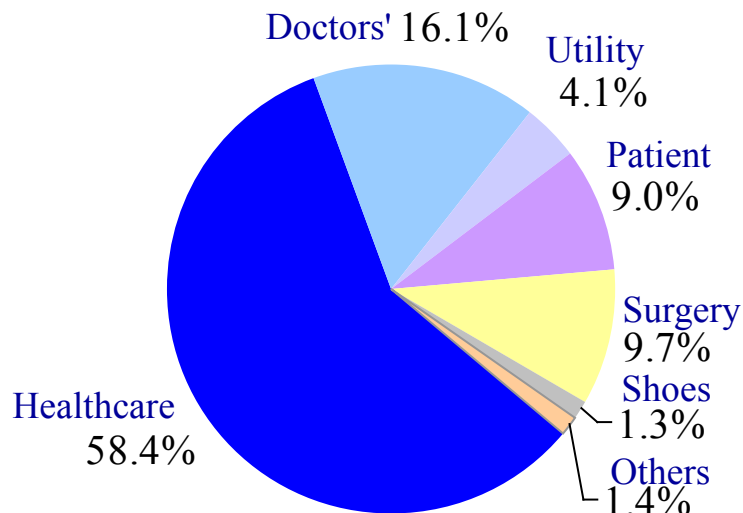
Utility wear



Surgery wear



Sales by Item



Year-on-year change	FY2014	FY2015
Overall	+3.8%	-0.4%
Healthcare wear	+4.4%	-0.1%
Doctors' wear	+4.2%	-2.6%
Utility wear	-6.6%	-9.8%
Patient wear	+6.3%	+7.2%
Surgery wear	+3.2%	+2.3%
Shoes	-5.1%	-10.9%
Others	+9.0%	-7.0%

[Healthcare wear]

-In 4Q, high functional products caught renewal contracts which were postponed and sales kept the previous year.

[Doctors' wear]

-As sales grew steadily for several years, the demand seemed to be calming-down.

[Utility wear]

- Sales fell because institutions changed unit of supply from individual to section and tighten the allocation standard.

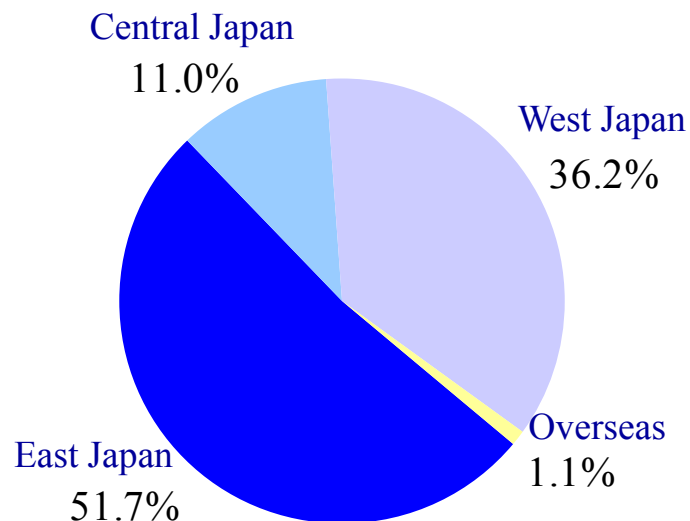
[Patient wear]

-As expanding of sales in standard products and contributing of new products, high-growth sales continued.

[Surgery wear]

-As penetrating of surgical underwear(scrub) and COMPELPACK into the market, the highest ever sales continued

Sales by Region



Year-on-year change	FY2014	FY2015
Total sales	+3.8%	-0.4%
East Japan	+0.8%	-1.2%
Central Japan	+9.7%	+1.7%
West Japan	+6.0%	+0.0%
Overseas	+24.3%	+5.4%

[East Japan]

- Sales declined. In 4Q, catching renewal contracts which were postponed and focusing on promotion, however, postponed contracts occurred.

[Central Japan]

-Market size was not large and there was the influence by the size of contracts. In this term, focusing on promotion, sales grew further.

[West Japan]

-The amount of sales kept previous year. Catching new contracts smoothly, sales of healthcare wear increased steadily. However, sales of utility wear decreased.

[Overseas]

-Though sales was not large, our reputation expanded and firm-growth sales continued.

III Market Environment



Medical treatment fees will be revised.(effective Apr. 2016)

- The previous revise rate +0.10% (Consumption tax raise+1.36%, Treatment fees -1.26%)
- Revise rate is not obvious.

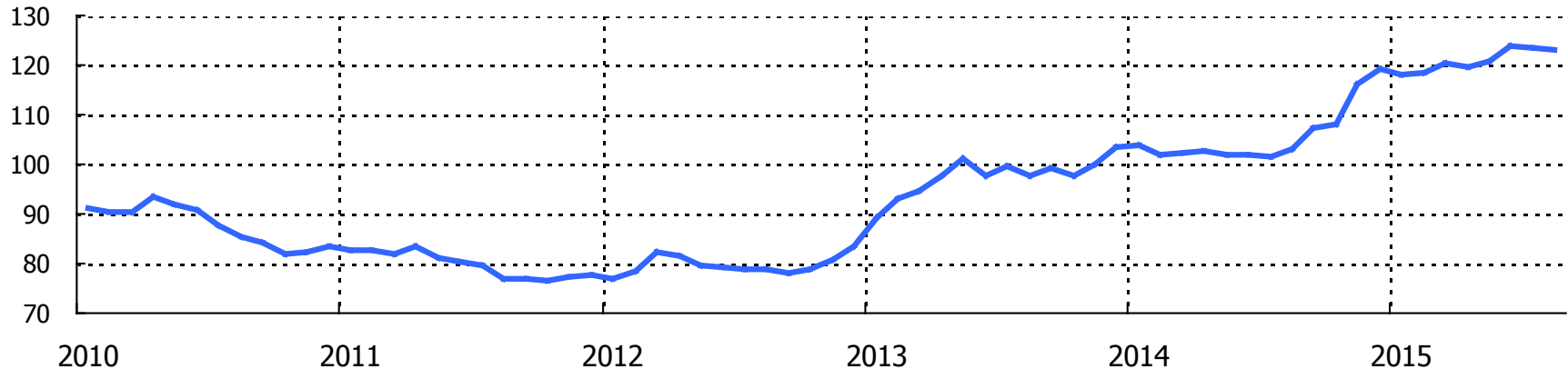
Escalating material prices, rising sewing costs

- The price of cloth and material increased.
- The cost of labor charge around China and Southeast Asia raised.

Effect to the cost of overseas production due to appreciation of the dollar against the yen

-monthly average exchange rate in NY market(as of Aug.)

2010:¥85/dollar, 2011:¥77/dollar, 2012:¥77/dollar, 2013:¥98/dollar, 2014:¥102/dollar, 2015:¥123/dollar



Market Environment



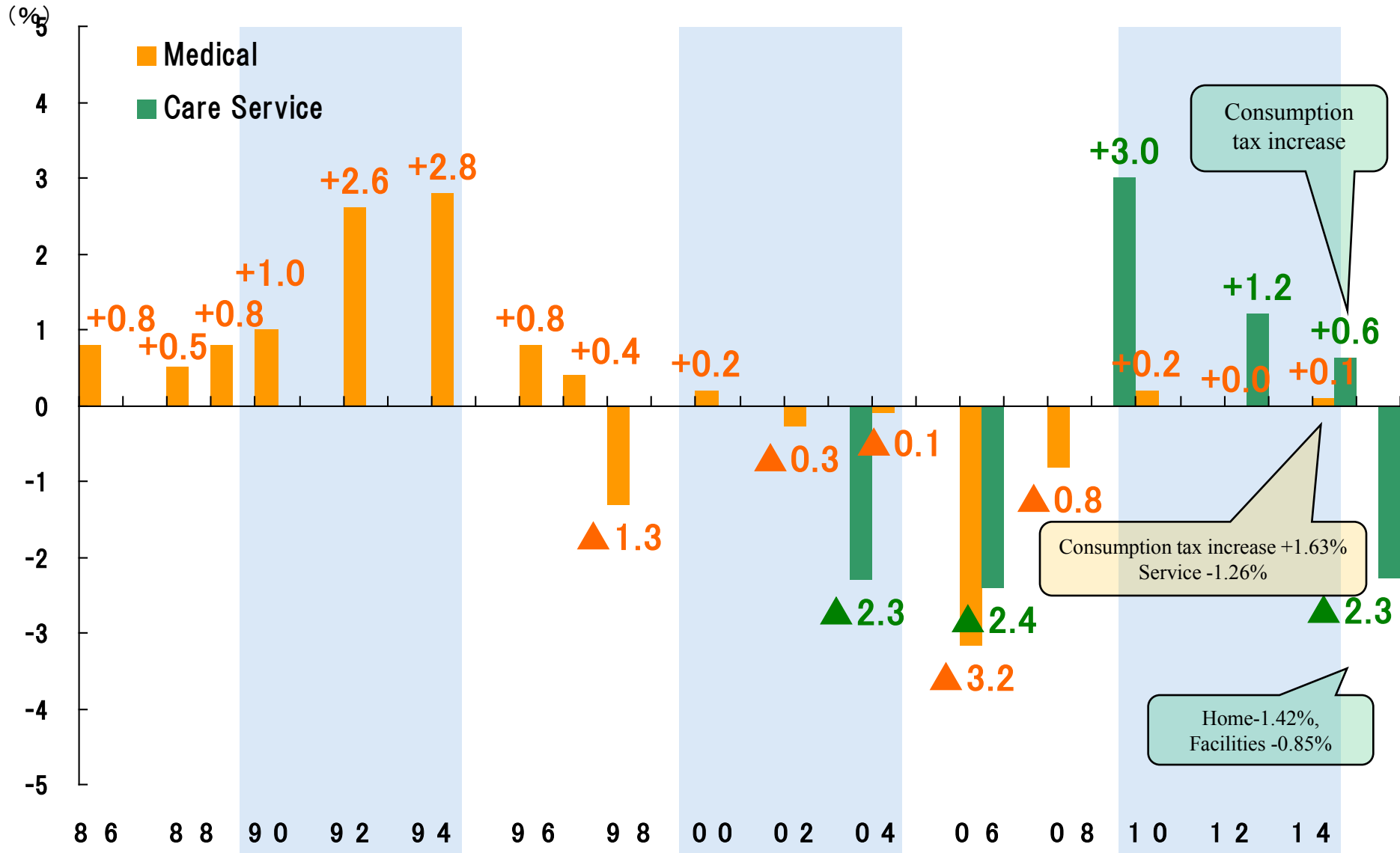
Changes and prospects for medical and care service systems

	Medical System		Care Service System	
	Medical Service Law, Health and Medical Service Law for the Aged, Medical Insurance, etc	Medical treatment fees	Care Service Law, Nursing Care Insurance, etc.	Nursing care fees
'06	Proposed draft of reform of medical insurance system submitted. Expansion of DPC to general hospitals.	Total market: -3.16% Service: -1.3% Drug price: -1.8%	Enforcement of Amended Nursing Care Insurance Law 3 rd plan of care insurance system (2006-2008)	Total market: -2.4% Home: -1.0% Facilities: -4.0%
'07	New Health Frontier Strategy announced Social medical corporations instituted by law		Ban lifted on medical corporations from operating private commercial nursing homes. Nursing care type medical facilities to be abolished in 2012	
'08	Medical program for very elderly instituted by law “Metabolic” diagnosis and health guidance specified as mandatory	Total market: -0.83% Service: +0.38% Drug price: -1.2%	Nursing care type elderly health facilities instituted	
'09	Enforcement of Amended Pharmaceutical Affairs Law Local healthcare revival plan		4 th plan of care insurance system (2009-2011)	Total market: +3.0% Home: +1.7% Facilities: +1.3%
'10	Release of the 7th prospect for supply and demand of nursing staff. Legal transformation of national medical highly-advanced center into independent administrative corporations	Total market: +0.19% Service: +1.55% Drug price: -1.36%		
'11	Postponed time limit of abolishing nursing care type medical facilities for 6 year. The interim appraisal of the medical expenses		Disapproval of setting up specialty nursing homes for social medical organization.	
'12	Postponed abolishing of Medical Care System for People Aged 75 and over	Total market: +0.004% Service: +1.38% Drug price: -1.38%	Enforcement of Amended Nursing Care Insurance Law 5 th plan of care insurance system (2012-2014)	Total market: +1.2% Home: +1.0% Facilities: +0.2%
'13	2nd plan of the medical expenses Plan of strategic market creation		Revising of measures against reduction of incidence for nursing care	
'14	Medical Service Act Enforcement of Amended Pharmaceutical Affairs Law	Total market: +0.10% Service: +0.73% Drug price: -0.63%	The law for Medical care synthesis total promotion	+0.63% Consumption tax increase
'15	System for promotion of community medical corporation Expansive financial support of national health insurance		System for promotion of community medical corporation 6 th plan of care insurance system (2015-2017)	Total market: +2.27% Home: 1.42% Facilities: -0.85%
'16	Formulation of Local medical program Enforcement of Medical treatment with patients' offer	will be revised (April, 2016)	Enforcement of Amended Nursing Care Insurance Law for Community day care	

Market Environment



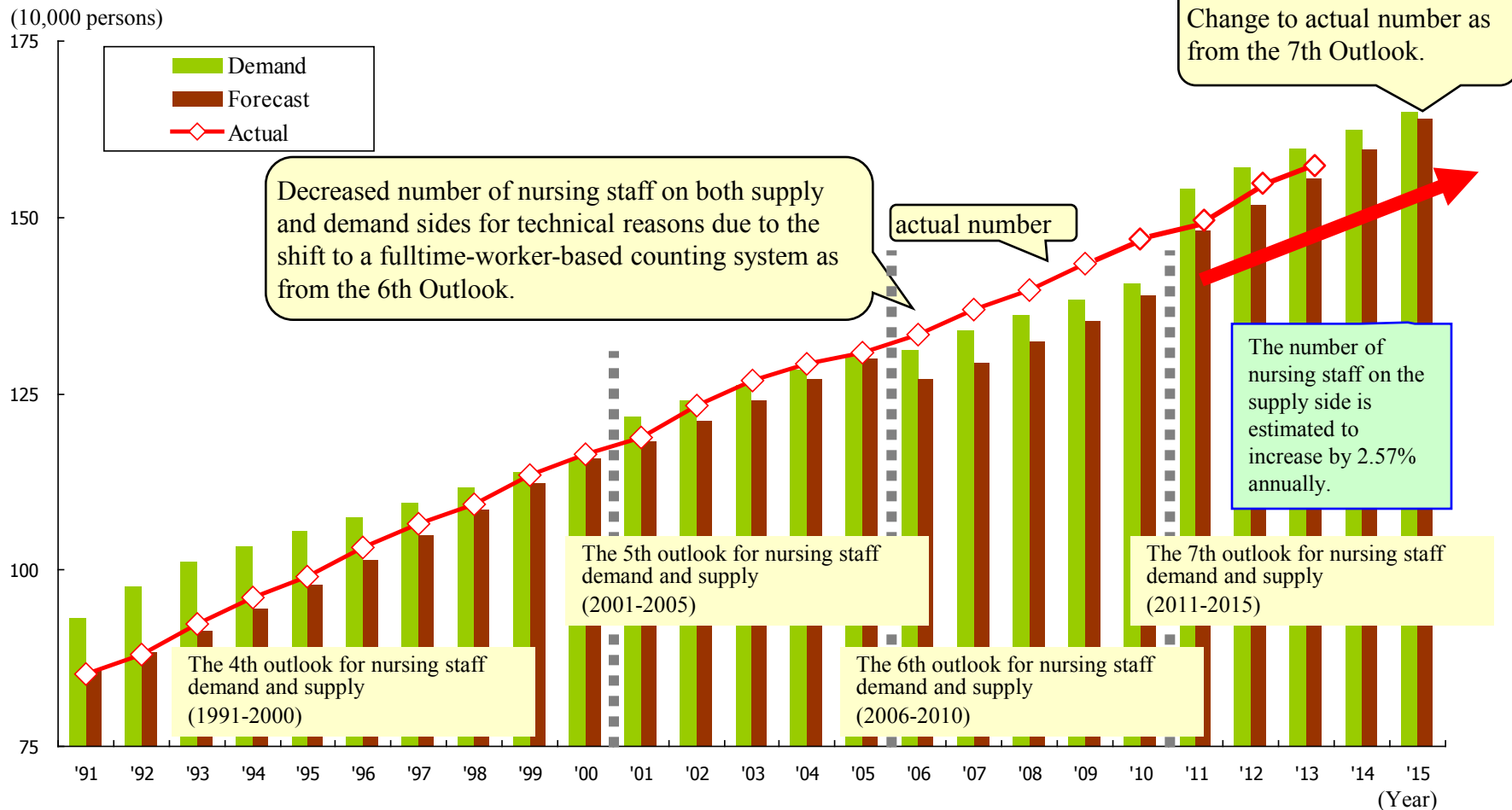
Revisions to medical treatment and care Service fees





Supply and Demand of Nursing Staff

(Source: the Ministry of Health, Labor and Welfare (December 2010))

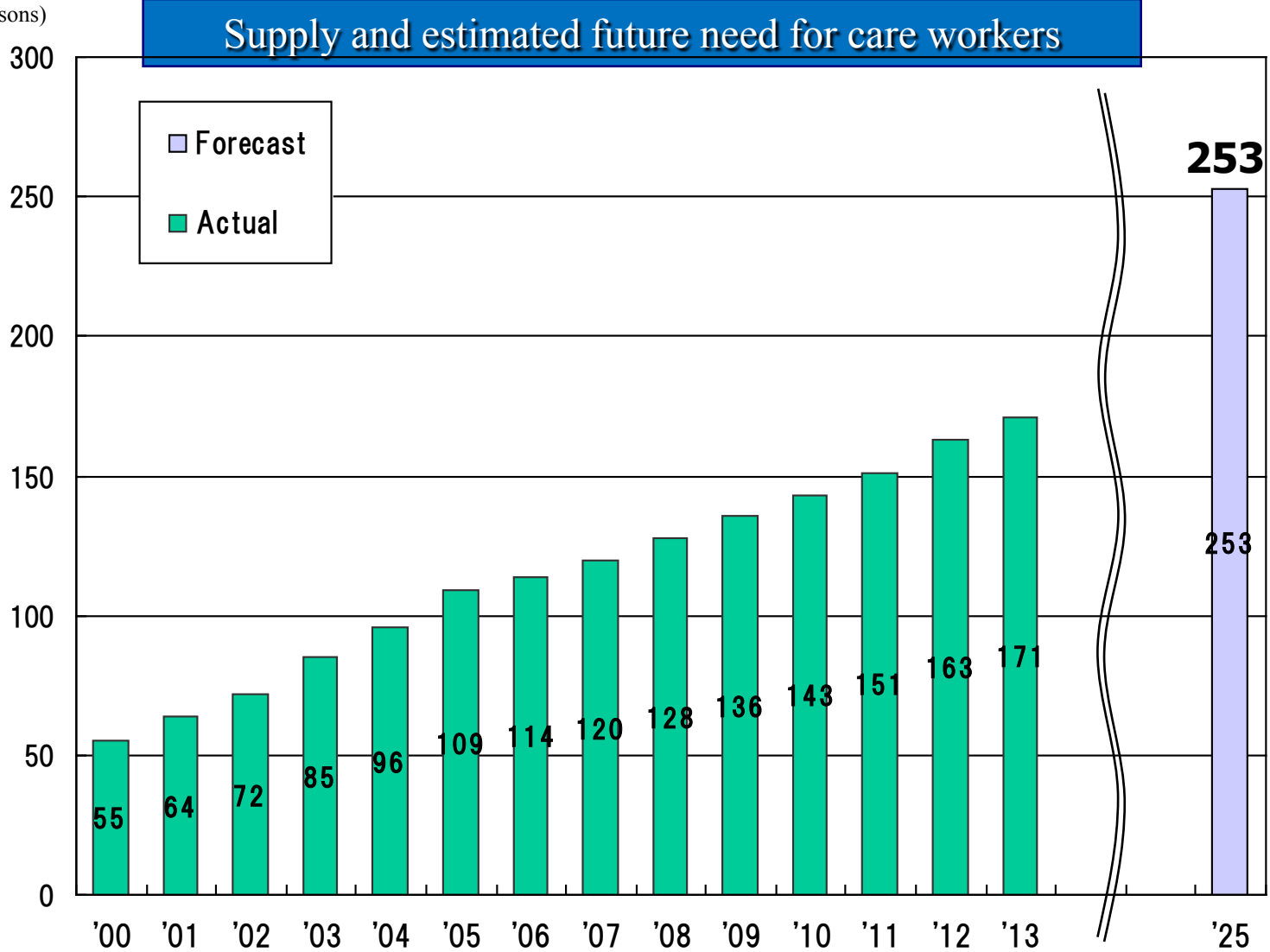


- The 7th outlook for nursing staff demand and supply (five-year plan from 2011 through 2015)
- Outlook for nursing staff supply and demand for all medical and nursing fields
- Next outlook for nursing staff supply and demand will be announced in 2015

Market Environment



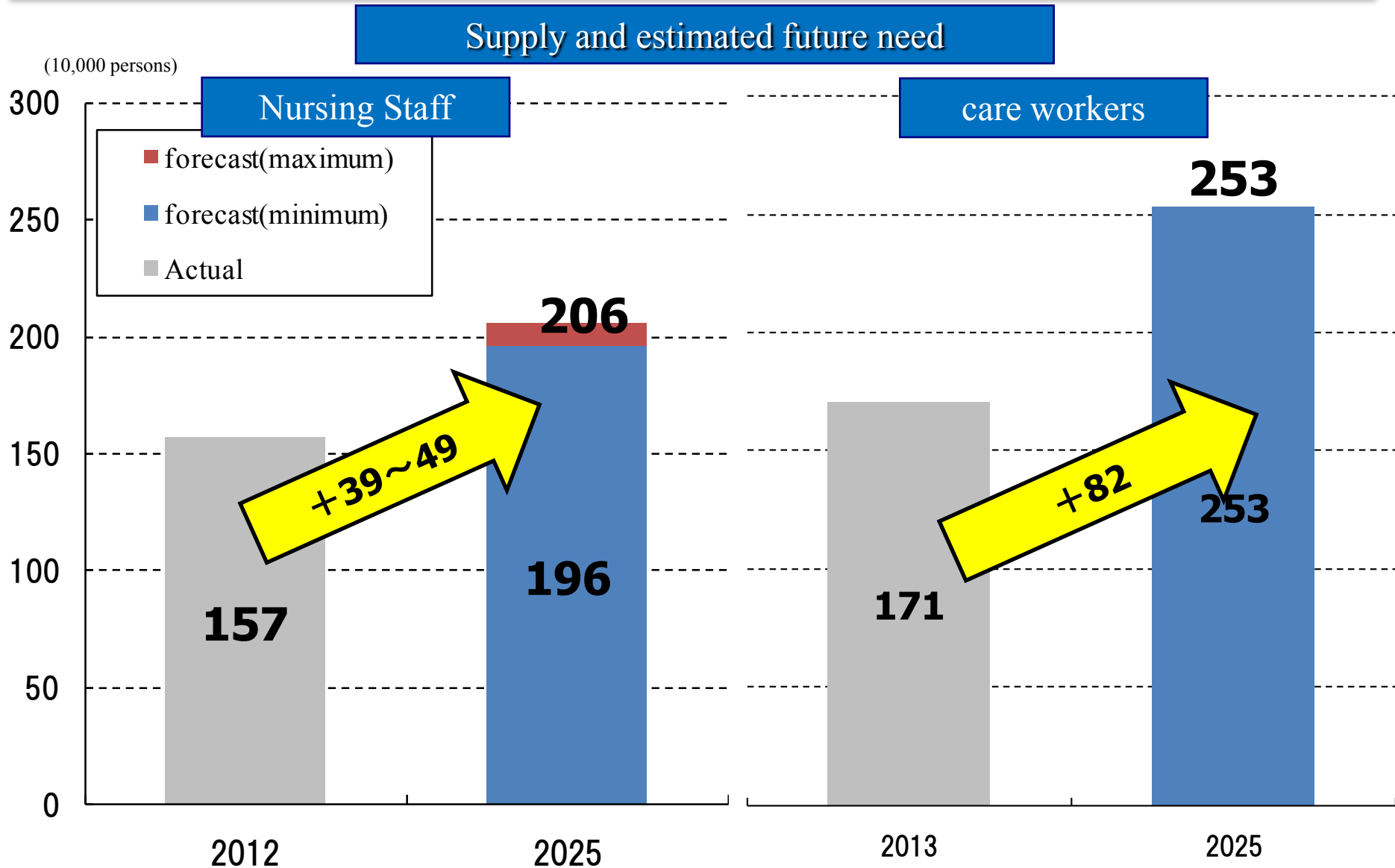
(10,000 persons)



Since the number of track records are subject to the influence of change of an examination method, Ministry of Health, Labor and Welfare adjusted the number after 2009.

Ministry of Health, Labor and Welfare: Estimation of care workers' demand toward 2025 (June, 2015)

Market Environment



Actual record: Japanese Nursing Associations' statistical data

Forecast: The committee about supply and estimated future need of Nursing Staff (Dec. 2014) Ministry of Health, Labor and Welfare

Ministry of Health, Labor and Welfare: Estimation of care workers' demand toward 2025 (June. 2015)

IV Forecast for FY2016



Marketing strategy to boost sales

- Capture clusters of needs in the healthcare wear market
- Increase peripheral business in products for patients and surgery
- Develop new markets

Production strategy to ensure a steady supply

- Strengthen ties with material makers and trade firms
- Develop new production overseas base
- Optimize overseas production ratio to reduce country risk
- Strengthen ability to respond small-lot multi-product

Strategy for decrease production cost

- Shift to overseas from domestic production
- Develop new overseas' materials for standard products
- Start of long term exchange contract
- Apply special tax measures for EPA and FTA

Forecast Statements of Income



(millions of yen,%)	FY2016E	% Change (FY2015)	Composition % Change
Net sales	16,500	+2.2	—
Gross profit	7,590	+0.8	-0.6
Sales, general, and administrative expenses	2,776	+2.1	0.0
Operating income	4,813	+0.0	-0.6
Recurring income	4,869	-4.3	-2.0
Net income	3,237	+0.3	-0.4

[Overview]

- Net sales is expected highest record. This will be achieved by putting higher quality and value-added products in healthcare wear and doctor wear, catching renewal orders steadily, gaining new contracts and expanding sales in patient/surgery wear.

[Gross profit] y/y +¥ 57m(Factor of increase of Net sales +¥161m, Factor of change of profit ratio -¥ 104 m)

Gross profit to sales FY2015 46.6% → FY2016E 46.0%

Boost of material cost and sewing cost (-¥25m)

Foreign Exchange rate: FY2015 ¥93.5yen/dollar → FY2016E ¥102.5yen/dollar (-¥ 156m)

Overseas production ratio FY2015 45.6% → FY2016E 47.1 % (+¥ 63m)

[Sales, general, and administrative expenses]

- The cost of 100th anniversaries:¥34m

[Non-operating income]

- FY2015 Exchange-rate profit:¥226m (Assets in foreign currencies:\$3.3m at end of FY2015)

[Extraordinary Profit and loss]

-FY2015: Gain on sale of properties ¥30m(Kameido laboratory)

[Other]

-Tax reform in 2015, lower the corporate tax rate. FY2015: 36.94% → FY2016E: 33.54%

[Capital Expenditure]

-Capital Expenditure: ¥175m (IT system:¥45m, Buildings:¥71m, Manufacturing equipment:¥37m)

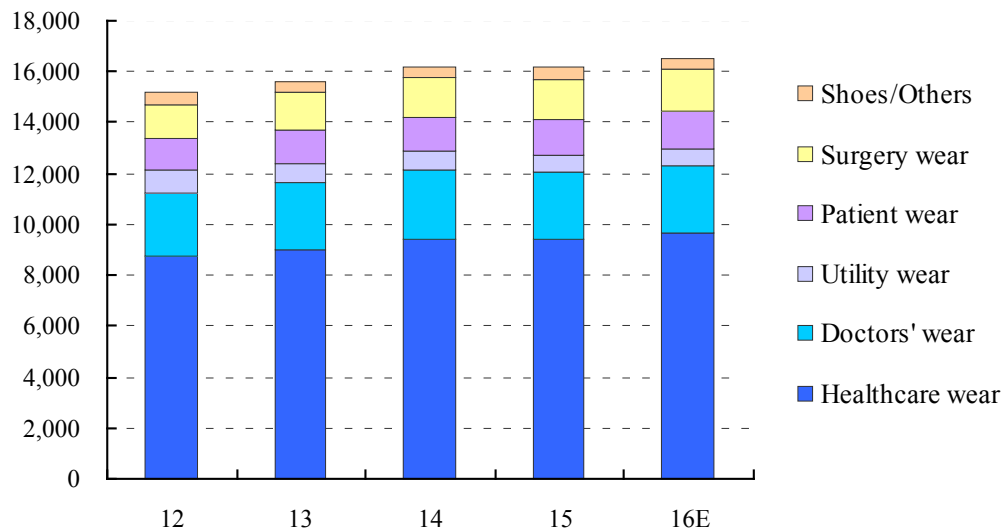
-Depreciation: ¥338m

Forecast of Sales by Item



Sales by Item

(¥ million)



Year-on-year change	FY2015	FY2016E
Sales	-0.4%	+2.2%
Healthcare wear	-0.1%	+2.2%
Doctors' wear	-2.6%	+2.5%
Utility wear	-9.8%	-7.5%
Patient wear	+7.2%	+4.7%
Surgery wear	+2.3%	+4.4%
Shoes/Others	-10.9%	-5.3%

[Healthcare wear] Activating market by higher quality and value-added products, sales of healthcare wear is expected to increase steadily.

[Utility wear] As the demand being down, the decline in sales of utility wear is expected to continue.

[Patient wear] The increase in sales of patient wear is expected to continue with demand in the health check market.

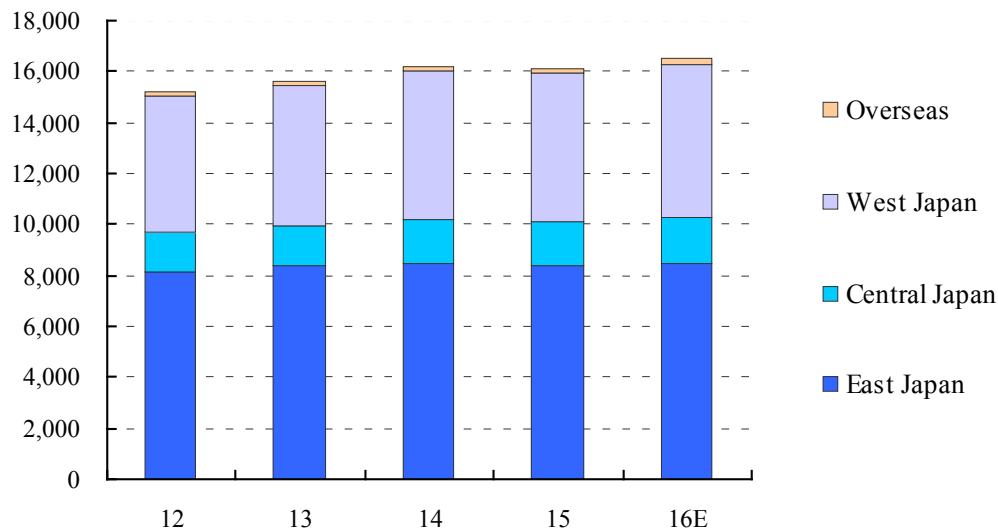
[Surgery wear] As COMPELPACK and surgical underwear (scrub) being steadily permeated, the increase in sales of surgery wear is expected to continue.

Forecast of Sales by Region



Sales by Region

(¥ million)



Year-on-year change	FY2015	FY2016E
Total sales	-0.4%	+2.2%
East Japan	-1.2%	+1.7%
Central Japan	+1.7%	+1.4%
West Japan	+0.0%	+2.7%
Overseas	+5.4%	+13.6%

Each area are expected to increase of sales and continue of the highest ever sales.

[East Japan] Catching renewal orders steadily with higher quality and value-added products, the sales in East Japan is expected to increase consistently.

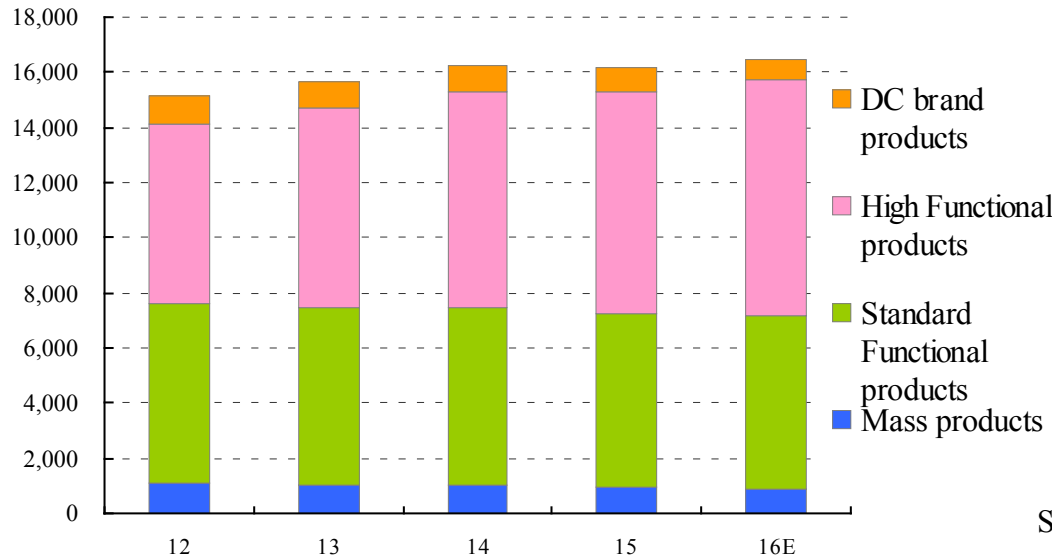
[Central and West Japan] As gaining share by sales promotion, the increase of sales is planned,

[Overseas] Sales is expected to increase as the impact of depreciation yen and expanding our reputation.

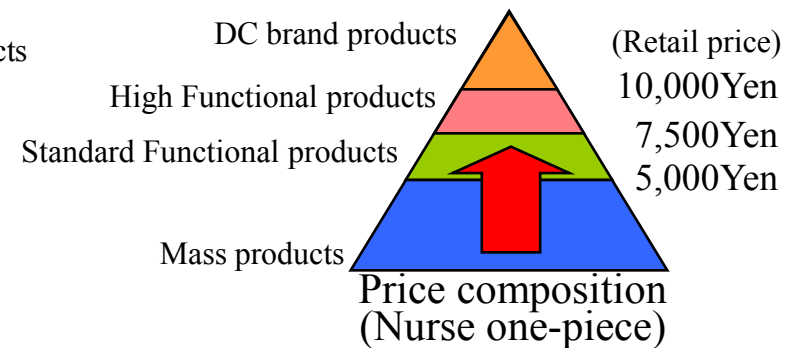


Sales by Product

(¥ million)



Year-on-year change	FY2015	FY2016E
Sales	-0.4%	+2.2%
DC brand products	-9.9%	-5.5%
High Functional products	+3.8%	+5.1%
Standard Functional products	-3.2%	+0.8%
Mass products	-5.6%	-6.3%



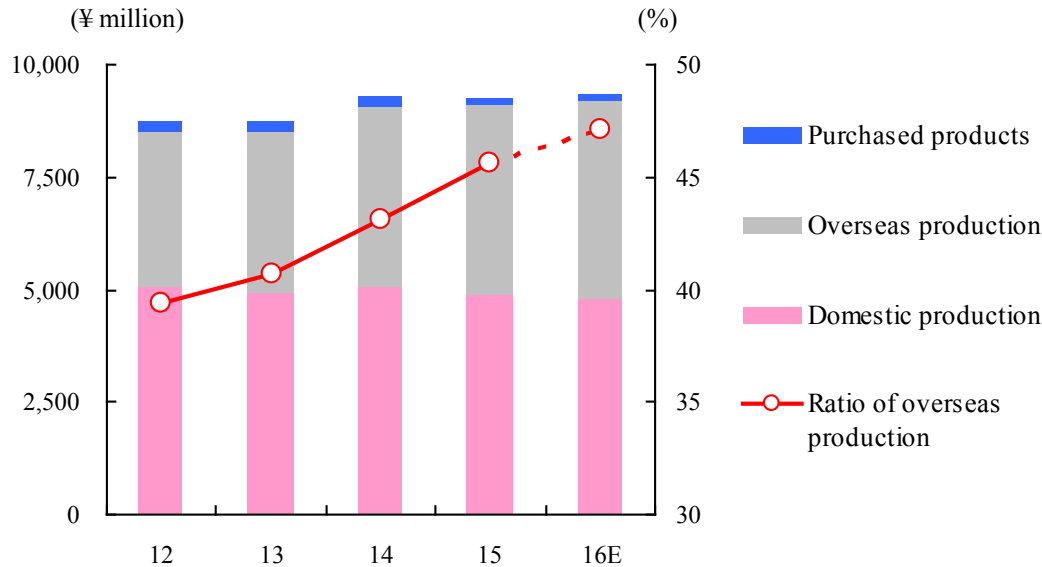
[DC brands] Though existing DC brand products are on the decrease, New brand "Miffy" will contribute to the sale.

[High functional products] As these products being received well from the market, the increase in sales of high functional products is expected to continue by driving the strategy of higher quality and value-added products.

[Mass products] As being on downward trend, the shift from mass products, include other company products, to functional products is expected to continue.



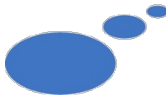
Production(Non-Consolidated)



Composition	FY2015	FY2016E
Domestic production	53.0	51.5
Overseas production	45.6	47.1
Purchased products	1.5	1.4

-To prepare for escalating of material prices and sewing costs, shifting to new factory in Java, Indonesia will finish until the end of 2015.

V Management Goals



Sales Strategy

- Increase peripheral business in products for patients and surgery.
- Gain share In West Japan.
- Develop and sale of high functional products.

Profit Strategy

- Driving the strategy of higher quality and value-added products.
- The shift to overseas production.
- The minimization of exchange risk

Equalization of the fluctuations in foreign exchange rates by reservation of exchange contracts

Sales Strategy



FY2012
(3 terms ago)

FY2015
(Previous term)

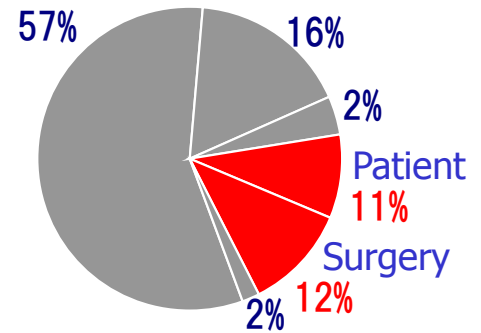
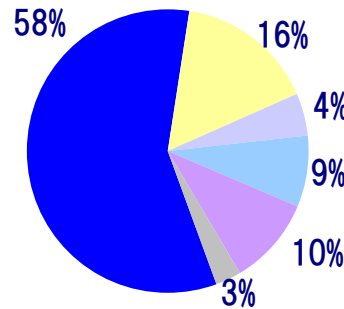
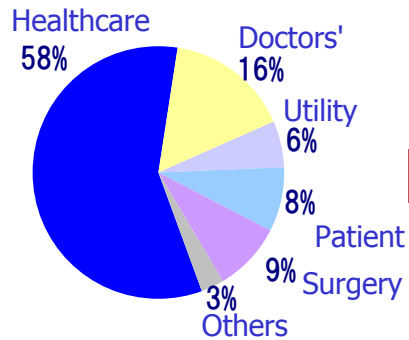
FY2018E
(3 terms later)

net sales ¥15,175 million

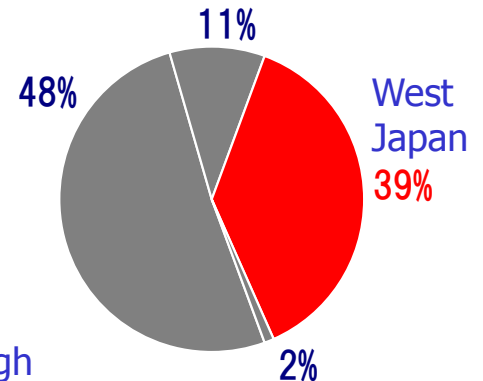
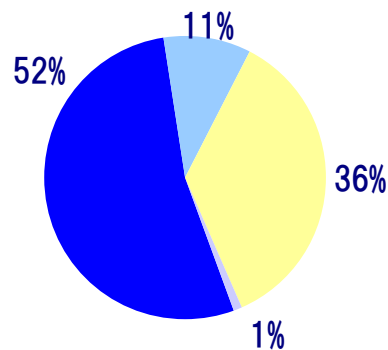
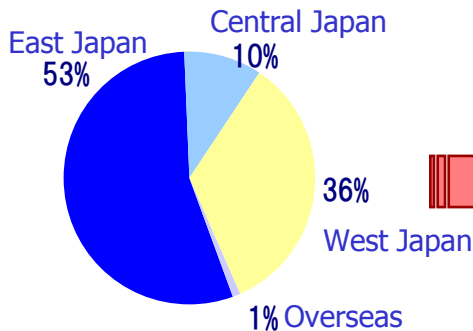
¥16,150 million

¥17,500 million

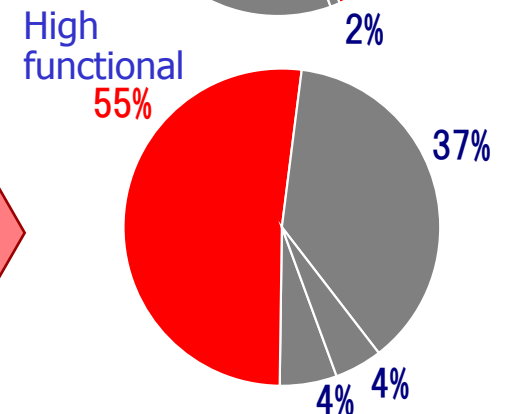
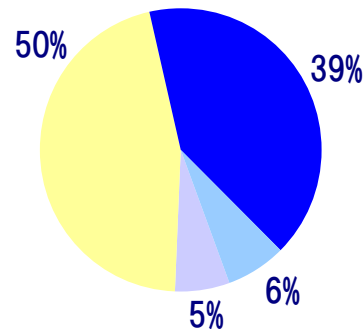
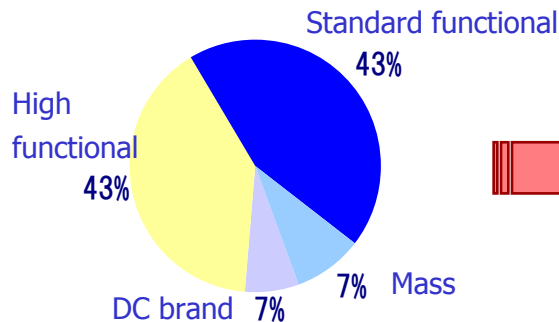
Sales by Item



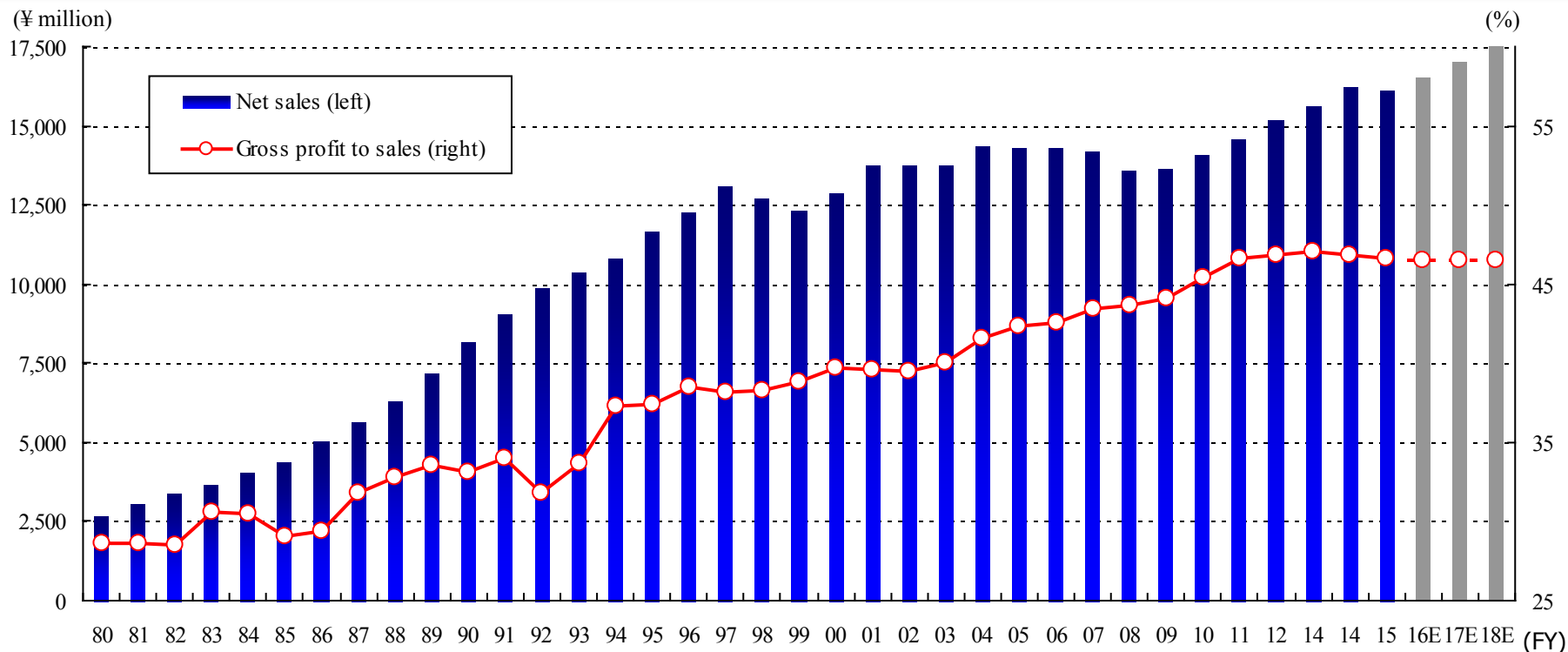
Sales by Region



Sales by Products



Net Sales and Gross Profit to Sales Ratio



Note: Consolidated data since FY1994 are shown. Preceding years represent non-consolidated data.

(¥ million)



FY2018E	
Net Sales	17,500
Operating Income	5,300

VI Rewarding shareholder-focused policies



Shareholder-focused policies

- Improvement of transparency by proactive disclosure
- Interactive communication with investors
- Profit reimbursement by high dividends



Dividend policy

- Basic policy is to continue stable dividend payment with payout ratio of 50%
- DPS will be ¥100 as 100th anniversaries

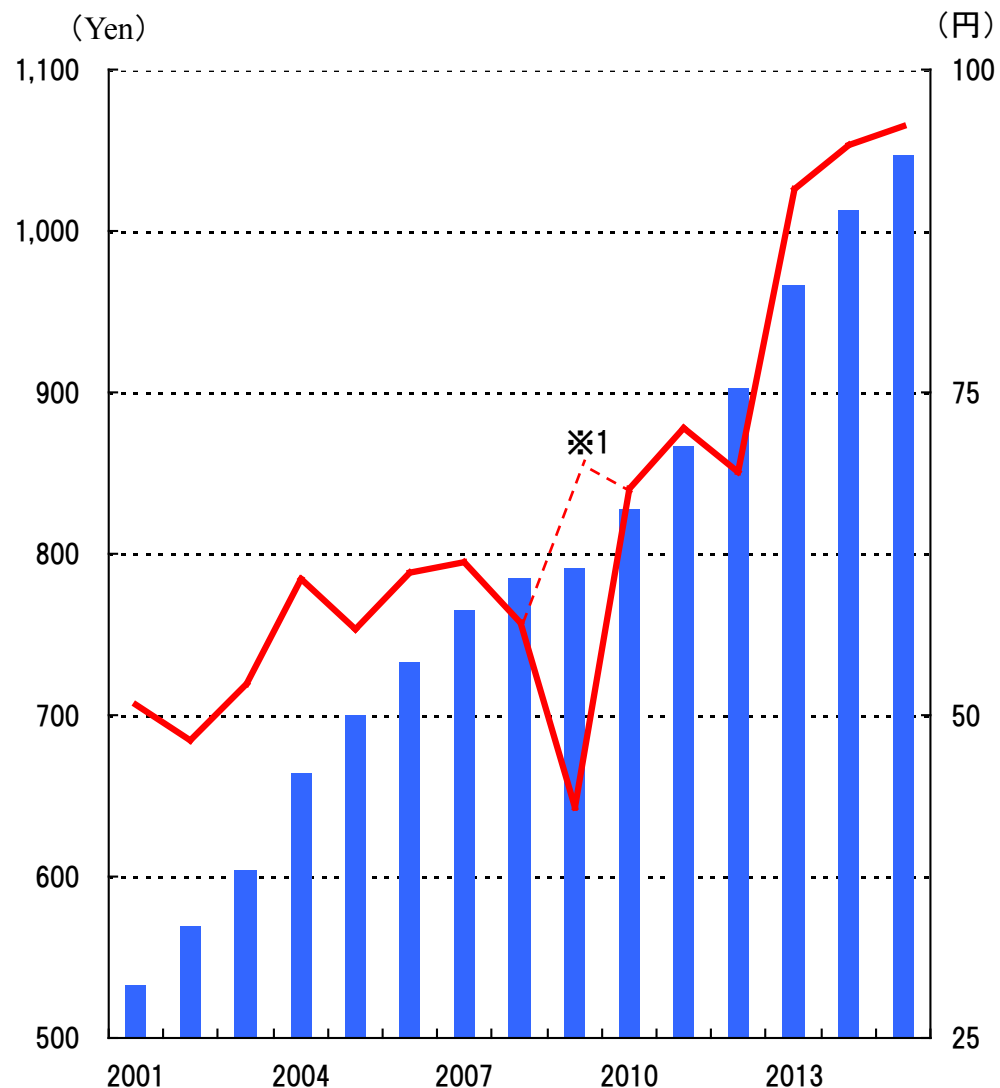
Share buyback

- Acquire expeditiously when our share is undervalued
- Share purchased in January FY2015 1 million shares, 1,500 million yen

The History of Stock Value



	BPS (yen)	EPS (yen)	DPS (yen)
FY2001	532.5	50.8	12.5
FY2002	568.3	48.0	12.5
FY2003	604.0	52.4	15.0
FY2004	663.0	60.5	30.0
FY2005	700.0	56.7	30.0
FY2006	732.4	61.0	30.0
FY2007	764.3	61.9	30.0
FY2008	783.9	57.1	30.0
FY2009	791.0	42.9	30.0
FY2010	827.0	67.6	32.5
FY2011	866.1	72.3	35.0
FY2012	902.3	68.9	35.0
FY2013	966.2	90.8	45.0
FY2014	1,012.7	94.1	50.0
FY2015	1,046.6	95.6	100.0



※1 FY2009: Accrued pension fund withdrawal payment loss ¥1.04b
 A dotted line is when there was not outbreak.

Actual Dividends Paid



	Total dividend (Million yen)	Share buyback (Million yen)	Payout ratio (non-c, %)	Total return ratio (non-c, %)
FY2001	475	0	27.6	27.6
FY2002	475	0	29.3	29.3
FY2003	530	1,697	29.7	124.6
FY2004	744	0	36.5	36.5
FY2005	1,117	0	56.9	56.9
FY2006	1,117	0	53.4	53.4
FY2007	1,117	0	53.1	53.1
FY2008	1,083	1,077	56.6	111.2
FY2009	1,040	1,220	57.3	122.2
FY2010	1,127	0	51.4	51.4
FY2011	1,205	226	52.0	61.7
FY2012	1,205	0	55.1	55.1
FY2013	1,541	229	51.3	58.7
FY2014	1,712	0	54.4	E54.4
FY2015E	*E3,324	1,500	E107.5	E153.8

*2015: DPS 100yen (commemorative 50yen)

Management Philosophy

We will provide medical products and services of the highest quality, as the leading company to link "medical services" and "clothing."

- Consistently challenging spirit to lead the industry
- Achievement of contribution to society
- "Respect for Harmony among People" people are our asset



Notes on this material

This material includes forecasts for the future.

These forecasts are based on the judgment of the Company's management concerning currently available information.

These future projections include assumptions or views based on assumptions, and therefore may be different from the actual outcome, depending upon future circumstances.

The expectations for future results stated by the Company or its management in this material do not represent any warranty that these expectations or particular results will be realized.

The Company is not liable to update any of its forecasts, or projections, unless otherwise provided for by law or under the relevant regulations.

Data File

FY2015



(Listed on the 1st Section of the Tokyo Stock Exchange; Code 7447)

<Contact for information on this material: Mr. Ohno, Administration Headquarters (03-5289-8200)>

Index

1	...	Sales by Item
2	...	Sales by Product
3	...	Sales by Region
4	...	Rationalization of the Production System and Our Purchasing Strategy (Non-Consolidated)
5	...	Statements of Income (Consolidated)
6	...	Statements of Income (Non-Consolidated)
7	...	Indices (Consolidated)
8	...	Indices (Non-Consolidated)
9•10	...	Statements of Income (Consolidated•Non-Consolidated)
11•12	...	Balance Sheet (Consolidated•Non-Consolidated)

1. Sales by Item

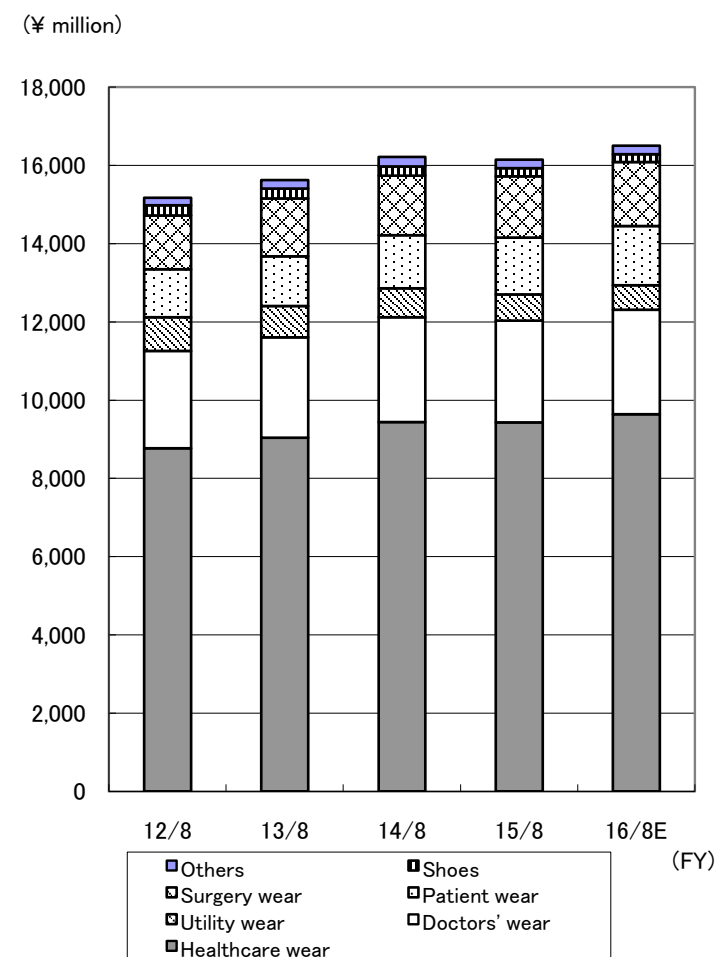
FY	12/8	13/8	14/8	15/8	16/8E	(¥ million)	
						First-half 14/8	First-half 15/8
Sales	15,175	15,625	16,214	16,150	16,500	6,775	6,840
Healthcare wear	8,769	9,039	9,440	9,429	9,640	3,914	4,011
Doctors' wear	2,483	2,566	2,674	2,604	2,670	1,064	1,046
Utility wear	864	796	743	670	620	334	298
Patient wear	1,223	1,273	1,353	1,451	1,520	617	635
Surgery wear	1,374	1,479	1,525	1,560	1,630	641	659
Shoes	268	249	237	211	200	87	77
Others	191	219	239	222	220	114	110

Change over previous year

Sales	4.1	3.0	3.8	-0.4	2.2	($\%$)	
						4.8	1.0
Healthcare wear	1.1	3.1	4.4	-0.1	2.2	5.1	2.5
Doctors' wear	7.7	3.3	4.2	-2.6	2.5	8.4	-1.7
Utility wear	-0.1	-7.9	-6.6	-9.8	-7.5	-4.9	-10.9
Patient wear	19.3	4.1	6.3	7.2	4.7	6.3	2.9
Surgery wear	9.2	7.7	3.2	2.3	4.4	3.3	2.7
Shoes	-1.0	-7.0	-5.1	-10.9	-5.3	-13.0	-10.6
Others	8.3	14.5	9.0	-7.0	-1.1	14.0	-3.5

Composition

Sales	100.0	100.0	100.0	100.0	100.0	($\%$)	
						100.0	100.0
Healthcare wear	57.8	57.9	58.2	58.4	58.4	57.8	58.7
Doctors' wear	16.4	16.4	16.5	16.1	16.2	15.7	15.3
Utility wear	5.7	5.1	4.6	4.1	3.8	4.9	4.4
Patient wear	8.1	8.2	8.3	9.0	9.2	9.1	9.3
Surgery wear	9.0	9.5	9.4	9.7	9.9	9.5	9.6
Shoes	1.8	1.6	1.5	1.3	1.2	1.3	1.1
Others	1.2	1.4	1.5	1.4	1.3	1.7	1.6



2. Sales by Product

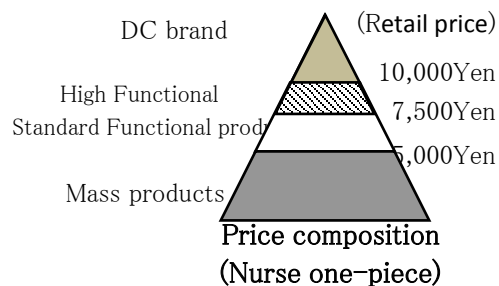
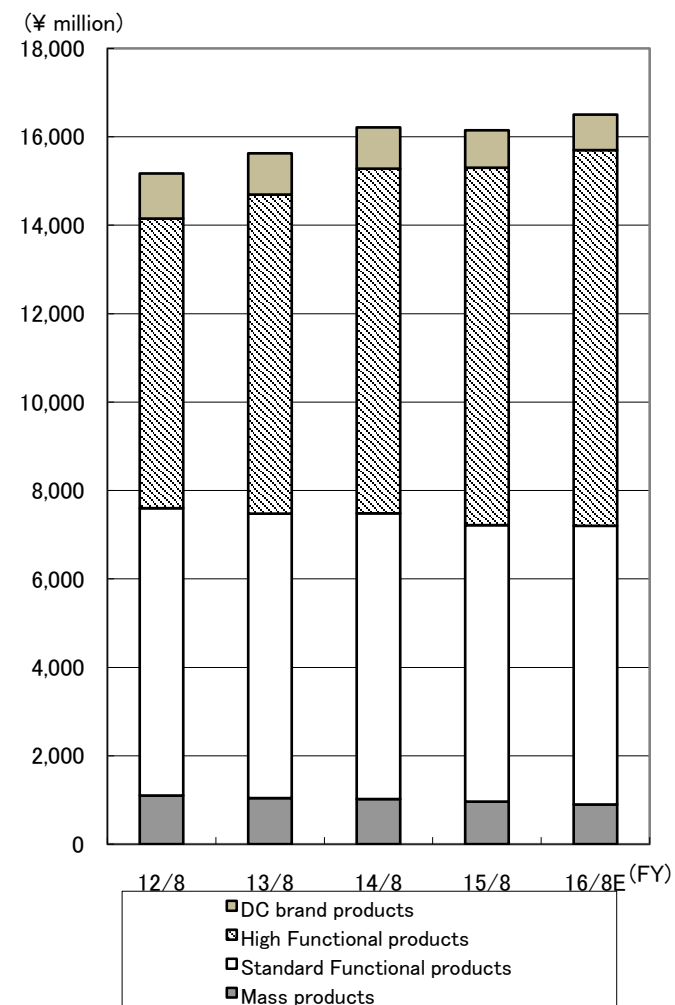
FY						(¥ million)	
	12/8	13/8	14/8	15/8	16/8E	First-half 14/8	First-half 15/8
Sales	15,175	15,625	16,214	16,150	16,500	6,775	6,840
DC brand products	1,024	933	938	846	800	394	366
High Functional products	6,547	7,212	7,795	8,090	8,500	3,267	3,457
Standard Functional products	6,501	6,433	6,462	6,252	6,300	2,712	2,617
Mass products	1,100	1,045	1,017	960	900	400	398

Change over previous year

						($\%$)	
	12/8	13/8	14/8	15/8	16/8E	14/8	15/8
Sales	4.1	3.0	3.8	-0.4	2.2	4.8	1.0
DC brand products	2.6	-8.9	0.6	-9.9	-5.5	-2.9	-7.2
High Functional products	5.3	10.1	8.1	3.8	5.1	8.6	5.8
Standard Functional products	4.3	-1.0	0.4	-3.2	0.8	3.4	-3.5
Mass products	-2.6	-5.1	-2.7	-5.6	-6.3	-5.5	-0.6

Composition

						($\%$)	
	12/8	13/8	14/8	15/8	16/8E	14/8	15/8
Sales	100.0	100.0	100.0	100.0	100.0	100.0	100.0
DC brand products	6.8	6.0	5.8	5.2	4.8	5.8	5.4
High Functional products	43.1	46.2	48.1	50.1	51.5	48.2	50.5
Standard Functional products	42.8	41.2	39.9	38.7	38.2	40.1	38.3
Mass products	7.3	6.7	6.3	6.0	5.5	5.9	5.8



3. Sales by Region

FY	12/8	13/8	14/8	15/8	16/8E
Sales	15,175	15,625	16,214	16,150	16,500
East Japan	8,106	8,390	8,461	8,357	8,500
Central Japan	1,564	1,591	1,745	1,774	1,800
West Japan	5,386	5,508	5,839	5,842	6,000
Overseas	118	134	167	176	200

(¥ million)

First-half 14/8	First-half 15/8
6,775	6,840
3,422	3,430
779	787
2,503	2,529
70	92

Change over previous year

	12/8	13/8	14/8	15/8	16/8E
Sales	4.1	3.0	3.8	-0.4	2.2
East Japan	4.7	3.5	0.8	-1.2	1.7
Central Japan	0.9	1.7	9.7	1.7	1.4
West Japan	4.2	2.3	6.0	0.0	2.7
Overseas	-1.3	13.6	24.3	5.4	13.6

(%)

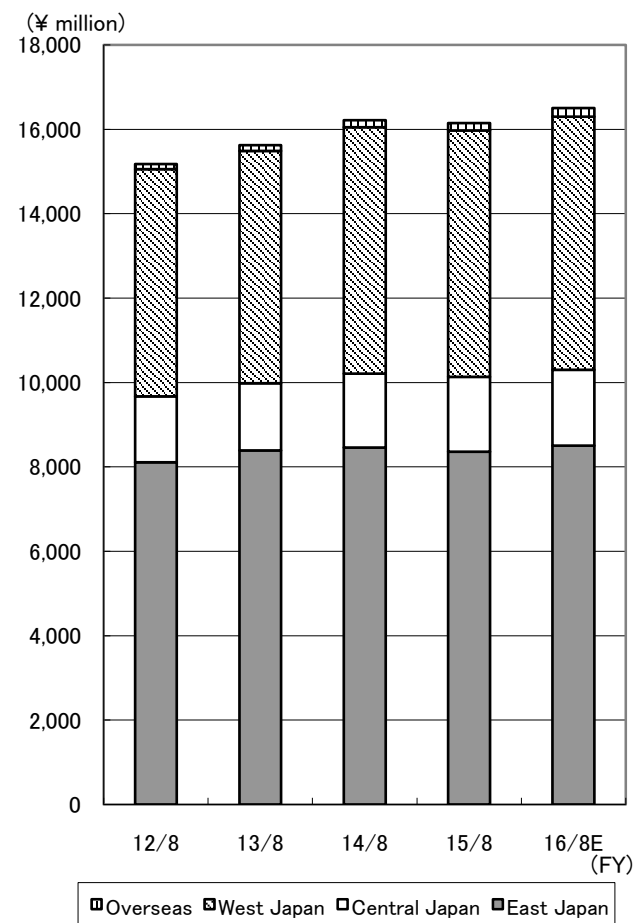
14/8	15/8
4.8	1.0
0.0	0.3
25.1	1.0
6.1	1.0
21.6	31.5

Composition

	12/8	13/8	14/8	15/8	16/8E
Sales	100.0	100.0	100.0	100.0	100.0
East Japan	53.4	53.7	52.2	51.7	51.5
Central Japan	10.3	10.2	10.8	11.0	10.9
West Japan	35.5	35.3	36.0	36.2	36.4
Overseas	0.8	0.9	1.0	1.1	1.2

(%)

14/8	15/8
100.0	100.0
50.5	50.2
11.5	11.5
37.0	37.0
1.0	1.3



4. Rationalization of the Production System and Our Purchasing Strategy(Non-Consolidated)

FY	12/8	13/8	14/8	15/8	16/8E
Domestic production	5,056	4,951	5,061	4,901	4,813
Overseas production	3,441	3,550	4,017	4,215	4,401
Purchased products	240	224	242	136	130
Total	8,737	8,725	9,320	9,252	9,344

(¥ million)

First-half 14/8	First-half 15/8
2,454	2,495
1,880	2,112
71	66
4,405	4,673

Change over previous year

Domestic production	2.8	-2.1	2.2	-3.2	-1.8
Overseas production	8.4	3.2	13.2	4.9	4.4
Purchased products	-12.6	-6.5	8.0	-43.8	-4.4
Total	4.4	-0.1	6.8	-0.7	1.0

(%)

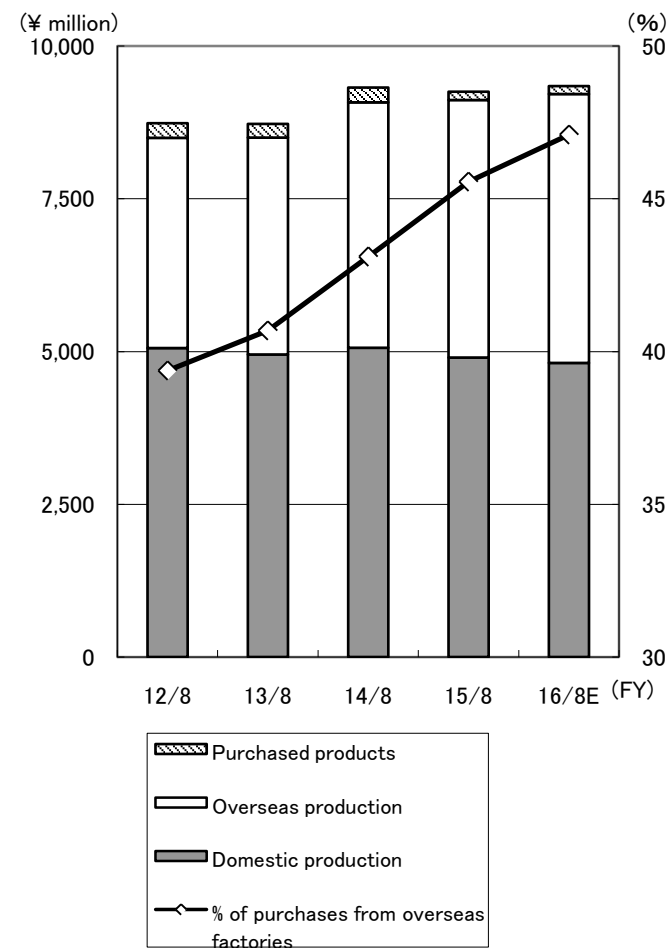
-1.6	1.7
4.2	12.3
-20.2	-7.0
0.4	6.1

Composition

Domestic production	57.9	56.7	54.3	53.0	51.5
Overseas production	39.4	40.7	43.1	45.6	47.1
Purchased products	2.7	2.6	2.6	1.5	1.4
Total	100.0	100.0	100.0	100.0	100.0

(%)

55.7	53.4
42.7	45.2
1.6	1.4
100.0	100.0



5. Statements of Income (Consolidated)

(¥ million)

FY	12/8	13/8	14/8	15/8	16/8E	First-half 14/8	First-half 15/8
Net Sales	15,175	15,625	16,214	16,150	16,500	6,775	6,840
Gross profit	7,103	7,346	7,585	7,532	7,590	3,169	3,187
Sales, general, and administrative expense	2,461	2,473	2,662	2,719	2,776	1,337	1,390
Operating income	4,642	4,873	4,923	4,813	4,814	1,831	1,797
Recurring income	4,787	5,418	5,142	5,088	4,869	1,925	2,033
Net income	2,371	3,119	3,224	3,225	3,237	1,264	1,302

Change over previous year

(%)

Net Sales	4.1	3.0	3.8	-0.4	2.2	4.8	1.0
Gross profit	4.6	3.4	3.3	-0.7	0.8	4.5	0.6
Sales, general, and administrative expense	1.1	0.5	7.7	2.1	2.1	6.0	3.9
Operating income	6.5	5.0	1.0	-2.2	0.0	3.3	-1.9
Recurring income	11.9	13.2	-5.1	-1.0	-4.3	-10.7	5.6
Net income	-4.9	31.5	3.4	0.1	0.3	-4.3	3.0

Composition

(%)

Net Sales	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Gross profit	46.8	47.0	46.8	46.6	46.0	46.8	46.6
Sales, general, and administrative expense	16.2	15.8	16.4	16.8	16.8	19.8	20.3
Operating income	30.6	31.2	30.4	29.8	29.2	27.0	26.3
Recurring income	31.5	34.7	31.7	31.5	29.5	28.4	29.7
Net income	15.6	20.0	19.9	20.0	19.6	18.7	19.0

6. Statements of Income (Non-Consolidated)

(¥ million)

FY	12/8	13/8	14/8	15/8	16/8E	First-half 14/8	First-half 15/8
Net Sales	15,166	15,616	16,199	16,141	16,500	6,767	6,831
Gross profit	6,794	7,031	7,270	7,218	7,270	3,032	3,053
Sales, general, and administrative expenses	2,493	2,482	2,662	2,718	2,773	1,330	1,383
Operating income	4,301	4,549	4,608	4,500	4,497	1,701	1,669
Recurring income	4,458	5,177	4,938	4,883	4,657	1,902	2,005
Net income	2,189	3,014	3,145	3,137	3,132	1,290	1,318

Change over previous year

						(%)	(%)
Net Sales	4.1	3.0	3.7	-0.4	2.2	4.8	0.9
Gross profit	5.1	3.5	3.4	-0.7	0.7	4.6	0.7
Sales, general, and administrative expenses	3.3	-0.4	7.2	2.1	2.0	6.0	4.0
Operating income	6.2	5.8	1.3	-2.3	-0.1	3.5	-1.9
Recurring income	11.8	16.1	-4.6	-1.1	-4.6	-10.7	5.4
Net income	-5.7	37.7	4.4	-0.3	-0.2	-4.1	2.2

Composition

						(%)	(%)
Net Sales	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Gross profit	44.8	45.0	44.9	44.7	44.1	44.8	44.7
Sales, general, and administrative expenses	16.4	15.9	16.4	16.8	16.8	19.7	20.3
Operating income	28.4	29.1	28.5	27.9	27.3	25.1	24.4
Recurring income	29.4	33.2	30.5	30.3	28.2	28.1	29.4
Net income	14.4	19.3	19.4	19.4	19.0	19.1	19.3

7. Indices (Consolidated)

		(Unit)	11/8	12/8	13/8	14/8	15/8	First-half 14/8	First-half 15/8
Profitability	ROE	(%)	8.5	7.8	9.7	9.5	9.3	-	-
	ROA	(%)	13.0	14.3	15.0	13.5	13.0	-	-
ROE resolution	Return on sales Net income	(%)	17.1	15.6	20.0	19.9	20.0	-	-
	Total Assets Turnover	(Times)	0.4	0.4	0.4	0.4	0.4	-	-
	Leverage	(Times)	1.1	1.1	1.1	1.1	1.1	-	-
Financial stability	Current Ratio	(%)	799.9	749.1	768.1	802.1	863.6	-	-
	Fixed Assets Ratio	(%)	30.4	32.8	32.1	30.1	27.1	-	-
	Fixed Assets Ratio to Total of Shareholders' Equity and Long-term Liabilities	(%)	29.8	32.2	31.5	29.4	26.5	-	-
	Account Receivable Turnover	(Times)	3.4	3.6	3.5	3.5	3.4	-	-
	Inventory Turnover	(Times)	5.0	4.7	4.5	4.4	4.0	-	-
Per share data	BPS	(¥)	1,732.2	902.3	966.2	1,012.7	1,046.6	959.5	990.0
	EPS	(¥)	144.6	68.9	90.8	94.1	95.6	36.9	38.1
	DPS	(¥)	-	-	-	-	-	-	-
	Payout ratio	(%)	48.4	50.8	49.5	53.1	104.6	-	-
Adjusted Per share data	Free issue/Stock split			2011/9/1 2-for-1				-	-
	Adjusted BPS	(¥)	866.1	-	-	-	-	-	-
	Adjusted EPS	(¥)	72.3	-	-	-	-	-	-
	Adjusted DPS	(¥)	-	-	-	-	-	-	-
Others	Capital expenditure	(¥ million)	2,949	285	925	801	161	697	48
	Depreciation	(¥ million)	280	270	256	335	360	147	176
	Number of employees	(Persons)	490	501	499	501	497	502	497
	Personnel expense	(¥ million)	2,190	2,235	2,245	2,305	2,305	1,149	1,158

(Note1) Ratio of Fixed Assets to Total of Shareholders' Equity and Long-term Liabilities = Fixed Assets/ (Total shareholders' equity + Long-term Liabilities)

(Note2) Each of the balance sheet items used in the turnover figures is the average of the balances at the beginning and the end of the financial year.

8. Indices (Non-Consolidated)

		(Unit)	11/8	12/8	13/8	14/8	15/8	First-half 14/8	First-half 15/8
Profitability	ROE	(%)	8.6	7.8	10.3	10.1	9.8	-	-
	ROA	(%)	13.1	14.1	15.7	14.2	13.7	-	-
ROE resolution	Return on sales Net income	(%)	15.9	14.4	19.3	19.4	19.4	-	-
	Total Assets Turnover	(Times)	0.5	0.5	0.5	0.5	0.5	-	-
	Leverage	(Times)	1.1	1.1	1.1	1.1	1.1	-	-
Financial stability	Current Ratio	(%)	716.3	671.0	706.1	735.8	793.7	-	-
	Fixed Assets Ratio	(%)	32.4	35.2	34.4	31.9	28.6	-	-
	Fixed Assets Ratio to Total of Shareholders' Equity and Long-term Liabilities	(%)	31.9	34.8	34.0	31.5	28.3	-	-
	Account Receivable Turnover	(Times)	3.4	3.6	3.5	3.5	3.4	-	-
	Inventory Turnover	(Times)	6.1	5.8	5.6	5.4	4.9	-	-
Per share data	BPS	(¥)	1,597.0	828.6	883.7	931.9	960.3	877.7	904.9
	EPS	(¥)	134.6	63.6	87.8	91.9	93.0	37.7	38.5
	DPS	(¥)	70.0	35.0	45.0	50.0	100.0	-	-
	Payout ratio	(%)	52.0	55.1	51.3	54.4	107.5	-	-
Adjusted Per share data	Free issue/Stock split			2011/9/1 2-for-1				-	-
	Adjusted BPS	(¥)	798.5	-	-	-	-	-	-
	Adjusted EPS	(¥)	67.3	-	-	-	-	-	-
	Adjusted DPS	(¥)	35.0	-	-	-	-	-	-
Others	Capital expenditure	(¥ million)	2,913	261	846	772	132	671	38
	Depreciation	(¥ million)	233	233	214	295	327	126	160
	Number of employees	(Persons)	108	106	110	112	113	111	111
	Personnel expense	(¥ million)	996	999	1,007	1,051	1,101	528	555

(Note1) Ratio of Fixed Assets to Total of Shareholders' Equity and Long-term Liabilities = Fixed Assets / (Total shareholders' equity + Long-term Liabilities)

(Note2) Each of the balance sheet items used in the turnover figures is the average of the balances at the beginning and the end of the financial year.

9. Statements of Income (Consolidated)

(¥ million,%)

FY	14/8		14/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Net Sales	16,214	100.0	16,150	100.0	-63	-0.4
Cost of sales	8,628	53.2	8,617	53.4	-10	-0.1
Gross profit	7,585	46.8	7,532	46.6	-52	-0.7
Sales, general, and administrative expenses	2,662	16.4	2,719	16.8	57	2.1
Packing and freight expenses	227		222			
Advertising expenses	263		279			
Personnel expenses	1,225		1,280			
Management commission expenses	123		127			
Depreciation expenses	237		272			
Operating income	4,923	30.4	4,813	29.8	-109	-2.2
Non-operating income	261	1.6	331	2.0	70	26.8
Interest income	16		16			
Rent income	58		57			
Others	187		258			
Non-operating expense	42	0.3	56	0.3	14	33.3
Fixed assets rent expense	39		36			
Others	2		20			
Recurring income	5,142	31.7	5,088	31.5	-53	-1.0
Extraordinary profit	115	0.7	30	0.2	-84	-73.5
Extraordinary loss	26	0.2	3	0.0	-22	-85.3
Income before income taxes	5,231	32.3	5,115	31.7	-116	-2.2
Income, inhabitant and enterprise taxes	1,902		1,839			
Tax adjustments	104		49			
Net income	3,224	19.9	3,225	20.0	1	0.1

(¥ million,%)

First-half 14/8		First-half 15/8		Change(the previous year)	
Result	Composition	Result	Composition	Result	Change %
6,775	100.0	6,840	100.0	64	1.0
3,606	53.2	3,652	53.4	46	1.3
3,169	46.8	3,187	46.6	18	0.6
1,337	19.8	1,390	20.3	52	3.9
101		101			
181		202			
613		644			
60		64			
98		133			
1,831	27.0	1,797	26.3	-33	-1.9
115	1.7	273	4.0	157	136.4
8		8			
29		28			
77		236			
21	0.3	38	0.6	16	74.3
19		18			
2		19			
1,925	28.4	2,033	29.7	107	5.6
115	1.7	0	0.0	-114	-99.8
0	0.0	1	0.0	0	94.2
2,039	30.1	2,031	29.7	-8	-0.4
622		703			
152		25			
1,264	18.7	1,302	19.0	37	3.0

10. Statements of Income (Non-Consolidated)

FY	14/8		15/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Net Sales	16,199	100.0	16,141	100.0	-58	-0.4
Cost of sales	8,928	55.1	8,922	55.3	-5	-0.1
Gross profit	7,270	44.9	7,218	44.7	-52	-0.7
Sales, general, and administrative expenses	2,662	16.4	2,718	16.8	56	2.1
Packing and freight expenses	435		428			
Advertising expenses	262		279			
Personnel expenses	1,051		1,101			
Management commission expenses	126		130			
Depreciation expenses	235		270			
Operating income	4,608	28.5	4,500	27.9	-108	-2.3
Non-operating income	415	2.5	478	3.0	62	15.1
Interest income	15		14			
Dividend income	107		99			
Rent income	126		125			
Others	166		239			
Non-operating expense	86	0.5	95	0.6	8	10.4
Fixed assets rent expense	77		73			
Others	8		21			
Recurring income	4,938	30.5	4,883	30.3	-54	-1.1
Extraordinary profit	115	0.7	30	0.2	-84	-73.5
Extraordinary loss	26	0.2	3	0.1	-22	-85.3
Income before income taxes	5,027	31.0	4,910	30.4	-116	-2.3
Income, inhabitant and enterprise taxes	1,763		1,720			
Tax adjustments	117		52			
Net income	3,145	19.4	3,137	19.4	-8	-0.3

First-half 14/8		First-half 15/8		Change(the previous year)	
Result	Composition	Result	Composition	Result	Change %
6,767	100.0	6,831	100.0	64	0.9
3,734	55.2	3,778	55.3	43	1.2
3,032	44.8	3,053	44.7	20	0.7
1,330	19.7	1,383	20.3	52	4.0
197		200			
181		202			
528		555			
61		66			
97		132			
1,701	25.1	1,669	24.4	-32	-1.9
241	3.6	392	5.8	151	62.9
7		6			
102		94			
63		62			
66		229			
40	0.6	57	0.8	16	40.4
38		36			
2		20			
1,902	28.1	2,005	29.4	103	5.4
115	1.7	0	0.0	-114	-99.8
0	0.0	1	0.1	1	116.3
2,016	29.8	2,003	29.3	-12	-0.6
562		647			
163		37			
1,290	19.1	1,318	19.3	27	2.2

11. Balance Sheet (Consolidated)

FY	(¥ million,%)					
	14/8		15/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Current assets	29,589	75.6	29,711	76.2	121	0.4
Cash on hand and at banks	19,054		18,673			
Trade notes and accounts receivable	4,696		4,689			
Securities	1,516		1,518			
Inventories	3,835		4,199			
Others	488		632			
Reserve bad debt	-1		-1			
Fixed assets	9,560	24.4	9,296	23.8	-263	-2.8
Tangible fixed assets	7,837	20.0	7,605	19.5	-232	-3.0
Buildings and structures	2,570		2,450			
Machinery and equipment	594		491			
Land	4,480		4,447			
Construction in progress	-		6			
Others	192		208			
Intangible fixed asset	71	0.2	71	0.2	0	-0.1
Investments and other assets	1,651	4.2	1,619	4.1	-31	-1.9
Investment securities	537		623			
Others	1,116		998			
Reserve bad debt	-3		-1			
Total assets	39,150	100.0	39,008	100.0	-142	-0.4

Current liabilities	3,605	9.2	3,261	8.4	-343	-9.5
Trade notes and accounts payable	1,517		1,399			
Accrued income taxes	1,333		1,151			
Accrued bonus	81		82			
Others	671		629			
Long-term liabilities	863	2.2	951	2.4	88	10.2
Accrued pension and severance costs	580		650			
Directors' retirement allowances	180		199			
Others	101		102			
Total liabilities	4,468	11.4	4,213	10.8	-255	-5.7
Total shareholders' equity	34,450	88.0	34,422	88.2	-28	-0.1
Capital stock	1,925		1,925			
Capital reserves	2,358		2,358			
Retained earnings	33,569		35,040			
Treasury stock	-3,402		-4,902			
Accumulated other comprehensive income	231	0.6	372	1.0	141	61.3
Net unrealized gains on investment securities	137		201			
Deferred hedging gains and losses	208		276			
Accumulated pension and severance costs	-114		-105			
Total net assets	34,681	88.6	34,795	89.2	113	0.3
Total liabilities and total net assets	39,150	100.0	39,008	100.0	-142	-0.4

(¥ million,%)					
First-half 14/8		First-half 15/8		Change(the previous year)	
Result	Composition	Result	Composition	Result	Change %
25,144	69.7	27,177	74.0	2,033	8.1
16,016		15,510			
4,106		4,710			
216		1,517			
4,330		4,860			
474		579			
0		-1			
10,951	30.3	9,537	26.0	-1,413	-12.9
7,914	21.9	7,709	21.0	-205	-2.6
2,647		2,502			
577		543			
4,480		4,480			
-		6			
208		176			
85	0.2	70	0.2	-14	-17.1
2,951	8.2	1,757	4.8	-1,193	-40.4
1,820		573			
1,132		1,187			
-1		-3			
36,095	100.0	36,715	100.0	620	1.7

2,585	7.2	2,875	7.9	289	11.2
1,570		1,658			
610		694			
77		76			
327		446			
650	1.8	924	2.5	273	42.0
376		631			
174		189			
99		102			
3,236	9.0	3,800	10.4	563	17.4
32,491	90.0	32,498	88.5	7	0.0
1,925		1,925			
2,358		2,358			
31,609		33,117			
-3,401		-4,902			
367	1.0	416	1.1	49	13.6
121		160			
245		363			
		-106			
32,858	91.0	32,915	89.6	57	0.2
36,095	100.0	36,715	100.0	620	1.7

12. Balance Sheet(Non-Consolidated)

(¥ million,%)

FY	14/8		15/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Current assets	26,568	74.1	26,494	74.6	-74	-0.3
Cash on hand and at banks	16,888		16,456			
Trade notes	2,984		2,713			
Accounts receivable	1,710		1,975			
Securities	1,516		1,518			
Inventories	3,122		3,370			
Others	347		461			
Reserve bad debt	-1		-1			
Fixed assets	9,286	25.9	8,999	25.4	-286	-3.1
Tangible fixed assets	7,740	21.6	7,517	21.2	-222	-2.9
Buildings and structures	2,522		2,405			
Machinery and equipment	483		394			
Land	4,480		4,447			
Construction in progress	-		6			
Others	253		264			
Intangible fixed asset	67	0.2	60	0.2	-6	-9.3
Investments and other assets	1,479	4.1	1,421	4.0	-57	-3.9
Investment securities	537		623			
Others	944		799			
Reserve bad debt	-3		-1			
Total assets	35,855	100.0	35,494	100.0	-360	-1.0

(¥ million,%)

First-half 14/8	First-half 15/8		Change(the previous year)		
	Result	Composition	Result	Change %	
22,212	67.5	24,115	72.4	1,902	8.6
14,085		13,550			
1,836		1,928			
2,268		2,781			
216		1,517			
3,449		3,978			
356		360			
0		-1			
10,703	32.5	9,184	27.6	-1,519	-14.2
7,800	23.7	7,618	22.9	-182	-2.3
2,596		2,452			
455		439			
4,480		4,480			
-		6			
268		240			
80	0.2	66	0.2	-13	-16.9
2,822	8.6	1,499	4.5	-1,323	-46.9
1,820		573			
1,003		928			
-1		-3			
32,916	100.0	33,299	100.0	383	1.2

Current liabilities	3,535	9.9	3,149	8.9	-386	-10.9
Trade notes	899		830			
Accounts payable	843		713			
Accrued income taxes	1,251		1,088			
Others	541		516			
Long-term liabilities	404	1.1	418	1.2	14	3.5
Accrued pension and severance costs	148		146			
Directors' retirement allowances	154		169			
Others	101		102			
Total liabilities	3,940	11.0	3,567	10.1	-372	-9.5
Total shareholders' equity	31,725	88.5	31,654	89.2	-70	-0.2
Capital stock	1,925		1,925			
Capital reserves	2,637		2,637			
Retained earnings	30,564		31,993			
Treasury stock	-3,402		-4,902			
Valuation and translation adjustments	190	0.5	272	0.7	82	43.5
Net unrealized gains on investment securities	137		201			
Deferred hedging gains and losses	52		70			
Total net assets	31,915	89.0	31,926	89.9	11	0.0
Total liabilities and total net assets	35,855	100.0	35,494	100.0	-360	-1.0

2,468	7.5	2,809	8.4	341	13.8
919		1,014			
755		864			
550		637			
243		293			
390	1.2	403	1.2	13	3.4
141		139			
149		161			
99		102			
2,859	8.7	3,213	9.6	354	12.4
29,870	90.7	29,835	89.6	-34	-0.1
1,925		1,925			
2,637		2,637			
28,709		30,174			
-3,401		-4,902			
186	0.6	251	0.8	64	34.5
121		160			
65		90			
30,056	91.3	30,086	90.4	29	0.1
32,916	100.0	33,299	100.0	383	1.2