



ANALYST GUIDE FY2018

October 2018



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

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1 Sales & Income

Net Sales and Operating Income recorded highest.

Net Sales: **¥17,144** m

Operating Income: **¥5,264** m

2 The Change of Business Environment

Market Condition

Simultaneous revision of medical treatment fees and nursing care fees.

Buying intention in 3Q decreased due to the revision.

Buying intention in 4Q recovered.

Production Condition

(In Japan) The sewing costs increased.

(Overseas) The cost of production increased due to appreciation of the dollar against the yen.



- I About “NAGAILEBEN”
- II Financial Review of FY2018
- III Market Environment
- IV Forecast for FY2019
- V Management Goals
- VI Rewarding shareholder-focused policies



I About “NAGAILEBEN”



1

100th year in business (Established in 1915) Competitive position in medical clothing market

- Approximately **60%** market share in domestic medical clothing
- The number of shipments is over 6 million clothing a year.

- Integrated Production System Planning, Manufacturing and Marketing
- Competitive product such as extensive products, custom-made program

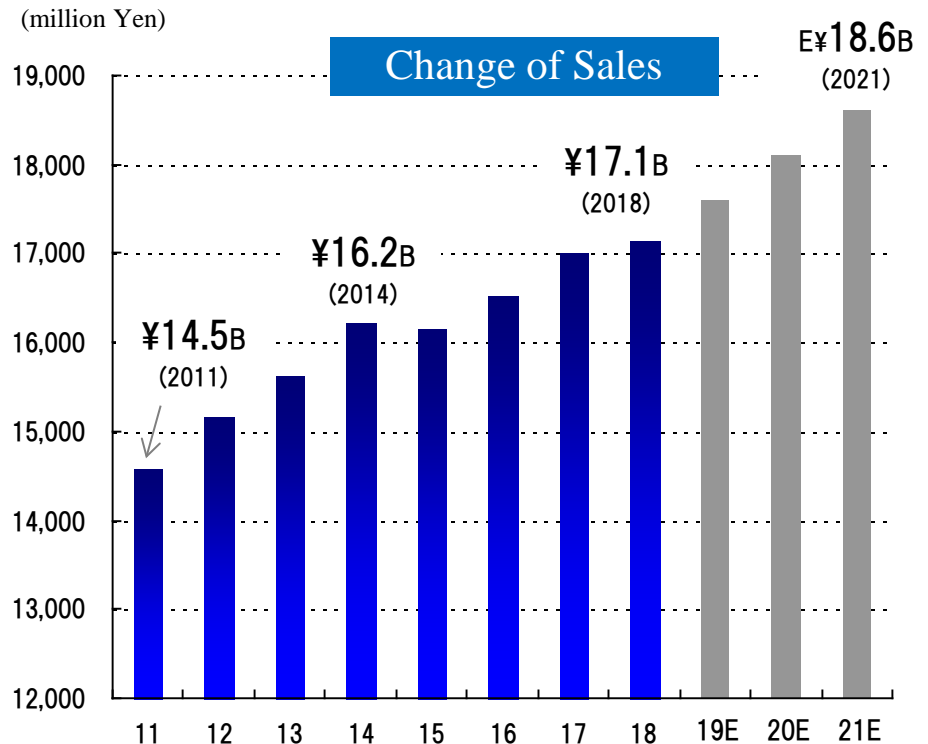
2

Stable growing market

- The number of Nursing Staff and Care workers is increasing gently.

Doctor, Dentist, Pharmacist*1 (2016)	Nursing Staff*2 (2016)	Care workers*3 (2016)
730,000 People	1,660,000 people	1,830,000 people
compare with 2014 +22,000people	compare with 2015 +26,000people	compare with 2015 +3,000people

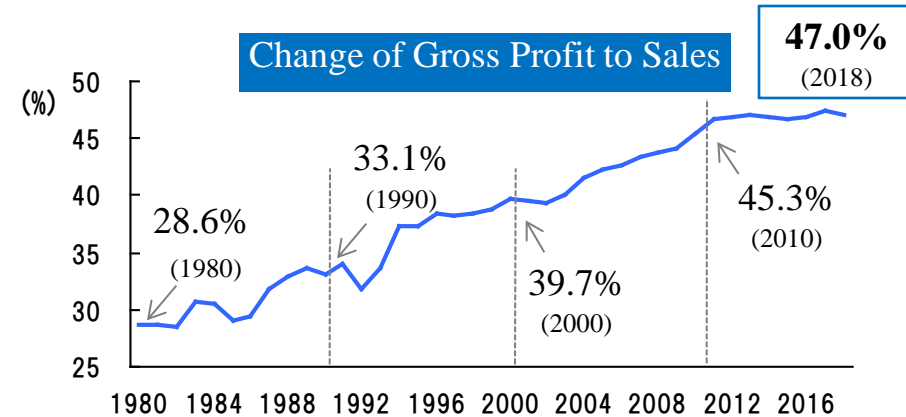
*1 Research of doctor, dentist and pharmacist 2016, MHLW
 *2 Japanese Nursing Associations' statistical data
 *3 Research of Long-Term Care Service , MHLW



3

Highly profitability Strong balance sheet

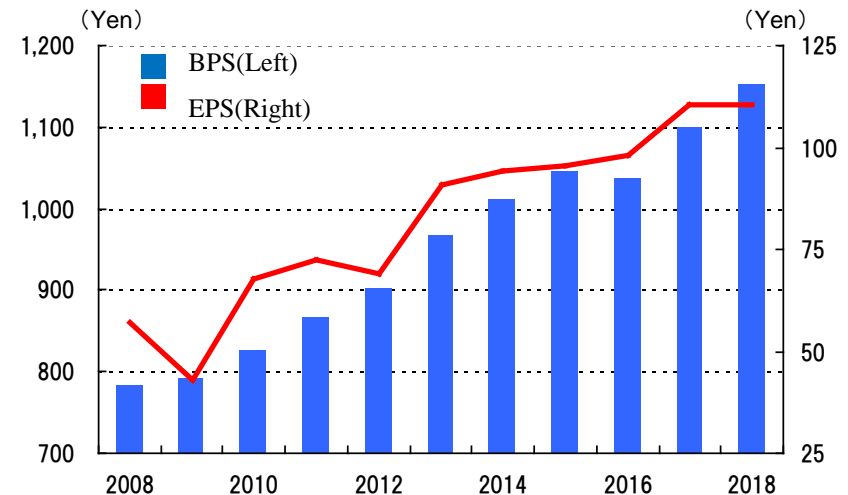
- Realization of high profitability with radical pursuit of efficiency
- Gross profit to sales **47.0%** (as of FY2018)
- Capital-to-asset ratio **89.9%**
- ROE **9.8%**



4

Rewarding shareholder-focused policies

- BPS **1,153.4Yen** (as of FY2018)
- EPS **110.6Yen**
- Continue stable dividend payment with payout ratio of 50%
- DPS **60Yen**
- Acquisition of treasury stock



5

Social Responsibility

We think that well-balanced growth with human, profit and philanthropy become the responsible corporate, on the basis of our company spirit “**Nagaism**”.

What's NEW

Respect for Customers

Beauty Lecture for Nurse

Practical course in makeup and manner for nurses in medical fields. Collaboration with *Shiseido*.



Regional Contribution

Rental of Historic Nurse Wear

Archiving historic nurse wear.
Free rental to medical institutions.



Support for Women

Women principal domains: Medical and Sewing

Products of Nagaileben are mainly for women, who work as a nursing staff or a care worker. At production sites of Nagaileben, many women staff has been engaged in sewing. Activities of Nagaileben are linked to support for women.



Environmental Efforts

- We acquired ISO14001 certification in 2005. We strive to improve management structures and reduce environmental impacts, such as re-use of shredded waste cloth material.
- Considering not only ourselves but hospitals, we developed new product "COMPELPACK", which shifts "Re-use" from "Disposable", and has sold it. "COMPELPACK" is the surgical wear which enables hospital to reduce waste and be more economical.



Respect for Customers

Communication Space for Nurse "ITONA" gallery

Commemorating our 100th anniversary year, we opened Japan's First communication space for nurse, "ITONA".



Regional Contribution

Medical Kids Project Miffy's Visits to Hospitals

For interchange between hospitals and local communities, we have continued Medical Kids Project and Miffy's visits to hospitals. This activities started from our wish that children in hospital will be at ease.



Regional Contribution

Regional Contribution through Production Base

We have manufactured medical clothing by itself. Nowadays, factories are in Akita pref. Japan, China, Indonesia and Vietnam. Also we have contributed to the development of regional community such as job creation, ability development and life circle improvement.

Social Responsibility

- We have published anthology for nurse regularly and made gifts for hospitals or nurses free of charge.
- We received recognition from the Minister for Health, Labour and Welfare, as one of the best contributed companies in employment of people with disabilities.

- Business Ambassador in Misato town, Akita Prefecture.
- We have donated subscription, medical wear and wheelchairs when natural disasters occurred such as SARS, great earthquake at Indonesia, Han - Shin Awaji Earthquake disaster, Great East Japan earthquake and Kumamoto earthquake.
- Support United Nations World Food Programme(WFP).



II Financial Review of FY2018



Financial Highlights <Statements of Income>



(millions of yen,%)	FY2018	% Change	Composition %	Composition % Change
Net sales	17,144	+0.7	100.0	—
Gross profit	8,050	-0.4	47.0	-0.6
Sales, general, and administrative expenses	2,786	-2.0	16.3	-0.5
Operating income	5,264	+0.4	30.7	-0.1
Recurring income	5,338	-0.0	31.1	-0.2
Net income	3,675	+0.1	21.4	-0.2

[Overview]

- Sales in FY2018 became highest ever.
- Sales of major business for Healthcare wear in 3Q decreased due to simultaneous revision of medical treatment fees and nursing care fees. Sales in 4Q recovered. Sales of products for Patients continued to grow greatly and contributed to total growth.

[Gross profit] Gross profit to sales FY2017 47.5% → FY2018 47.0%
 (Factor of Sales: +¥60m, Factor of production -¥95 m)

Boost of sewing cost (-¥20m)

Foreign Exchange rate: FY2017 ¥104.0yen/dollar → FY2018 ¥109.6yen/dollar (-¥105m)

Overseas production ratio FY2017 48.1% → FY2018 49.0% (+¥40m)

[Sales, general, and administrative expenses]

- Depreciation-¥15m. Cost cut by promoting operational efficiency

[Non-operating income]

- Exchange-rate profit and loss: FY2017 ¥44m FY2018 -¥3m

[Capital expenditure]

- Capital expenditure: ¥904m(Buildings:¥808m(New factory:¥800m), Manufacturing equipment:¥34m, Distribution equipment:¥28m, IT system:¥20m)
- Depreciation: ¥289m

Financial Highlights <Balance Sheet>



Major assets (¥ million %)

Title	Result	Change Result	Change%
Cash on hand at banks	23,930	+1,168	+5.1
Notes and accounts receivable (including electronically recorded claims)	4,815	-222	-4.4
Inventories	4,386	+74	+1.7
Current assets	33,327	+1,002	+3.1
Buildings and structures	2,932	+689	+30.7
Land	4,447	—	—
Investments and other assets	1,390	+75	+5.7
Fixed assets	9,315	+689	+8.0
Total assets	42,643	+1,691	+4.1

Major liabilities and shareholders' equity (¥ million %)

Title	Result	Change Result	Change%
Notes and accounts payable	1,424	-4	-0.3
Accrued income taxes	1,057	-33	-3.1
Current liabilities	4,297	-108	-2.5
Capital reserves	38,670	+1,681	+4.5
Treasury stock	-4,902	—	—
Net assets	38,345	+1,800	+4.9
Total liabilities and net assets	42,643	+1,691	+4.1

[Major changes from the previous fiscal year]

Cash and cash equivalents up ¥ 1,168 million

- Cash flows from operating activities up ¥ 4,009 million
- Acquisition tangible and intangible down ¥ 889 million
- Dividend payout down ¥ 1,994 million

Fixed assets up ¥ 689 million

- Buildings and structures up ¥ 787 million
(New Factory: "Sewing Center")

Net assets up ¥ 1,800 million

- Net profit up ¥ 3,675 million
- Dividend payout down ¥ 1,994 million

Segments by Item

Healthcare wear



Patient wear



Shoes



Doctors' wear



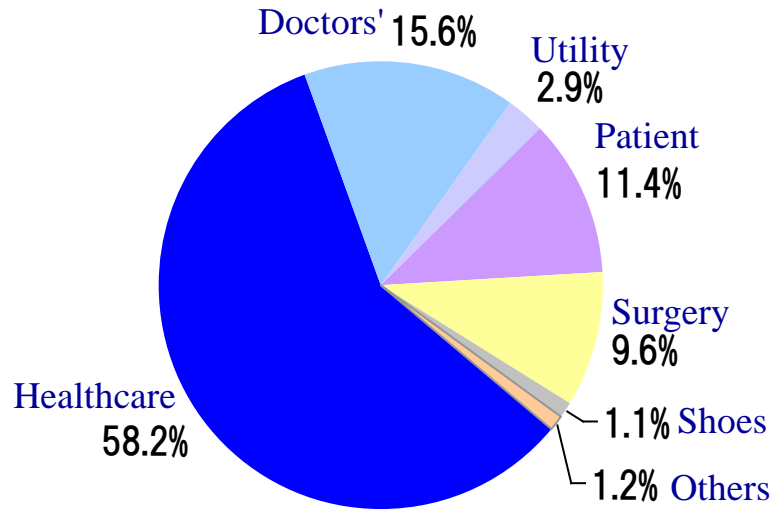
Utility wear



Surgery wear



Sales by Item



Year-on-year change	FY2017	FY2018
Overall	+2.9%	+0.7%
Healthcare wear	+2.8%	+0.3%
Doctors' wear	+1.0%	-0.4%
Utility wear	-7.4%	-10.5%
Patient wear	+10.7%	+10.0%
Surgery wear	+3.8%	+0.6%
Shoes	-0.8%	-7.9%
Others	+0.3%	-4.7%

[Healthcare wear]

[Doctors' wear]

[Surgery wear]

- Sales in 3Q decreased due to postponed contracts and simultaneous revision of medical treatment fees and nursing care fees. Sales in 4Q recovered. In total, sales kept previous year.

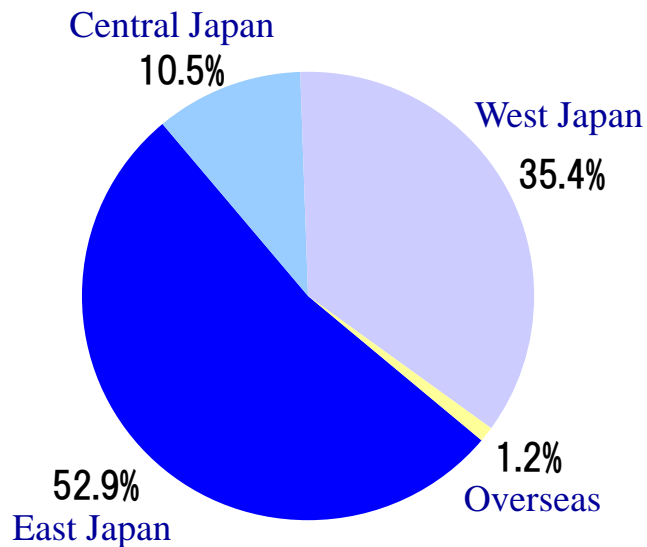
[Utility wear]

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

[Patient wear]

-High-growth continued, by increasing of the market share.

Sales by Region



[East Japan]

- Though there were decline in 3Q, sales became highest ever, by promotion of High Value-Added products and patient wear.

[Central Japan]

-Market size was not large and there was the influence by the size of contracts. In this term, sales continued to exceed the previous year, by catching new contracts.

[West Japan]

-Sales kept previous year. Though postponed contracts occurred in 3Q, sales in 4Q recovered by catching them. Some contracts were postponed to FY2019.

[Overseas]

- Sales in FY2017 went below the previous. In this term, sales recovered, by catching large contracts.

Year-on-year change	FY2017	FY2018
Total sales	+2.9%	+0.7%
East Japan	+5.5%	+0.6%
Central Japan	+2.3%	+2.2%
West Japan	-0.2%	+0.0%
Overseas	-8.2%	+16.4%



III Market Environment



Market condition is unstable

- National Health Insurance Drug Price Standard will be revised down(Apr. or Oct. 2019).
- Consumption tax will be increase(effective Oct. 2019).
- The number of Nursing Staff and Care workers is increasing gently.

Rising manufacturing cost

- Distribution cost are increasing, due to labor shortage.
- Labor costs are increasing(Japan and Overseas) -Material cost, such as dyestuffs, are increasing

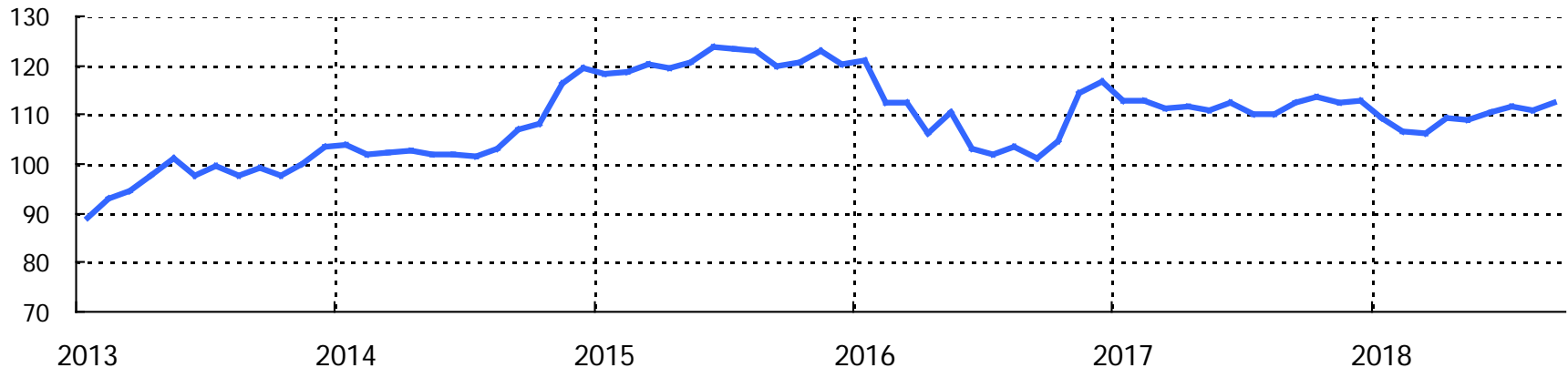
Tumultuous the rate of exchange

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

2013:¥98/dollar, 2014:¥102/dollar, 2015:¥123/dollar, 2016:¥103/dollar, 2017:¥109/dollar, 2018:¥111/dollar

As of Aug. 2018

¥111/dollar

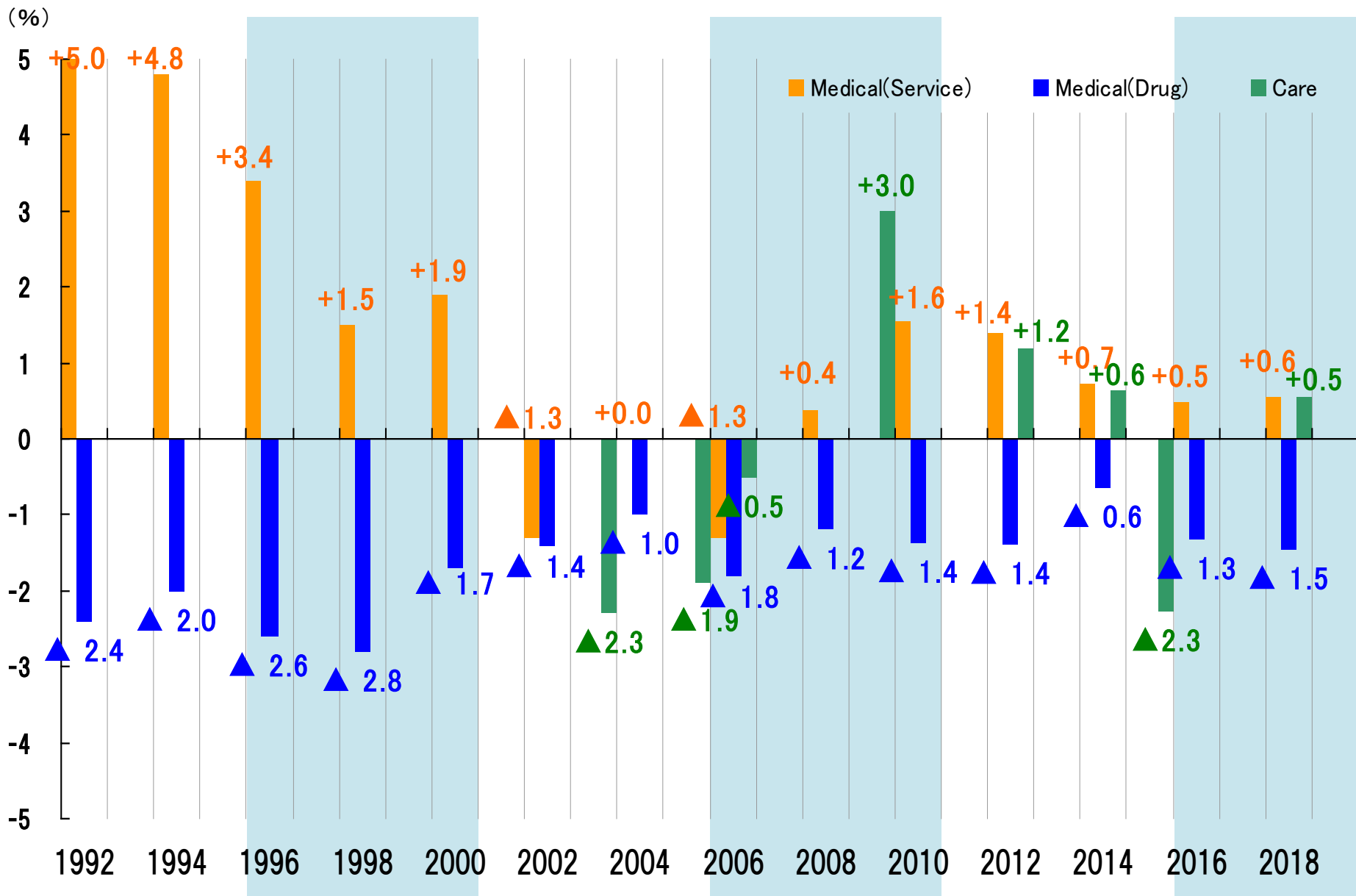


Changes and prospects for medical and care service systems

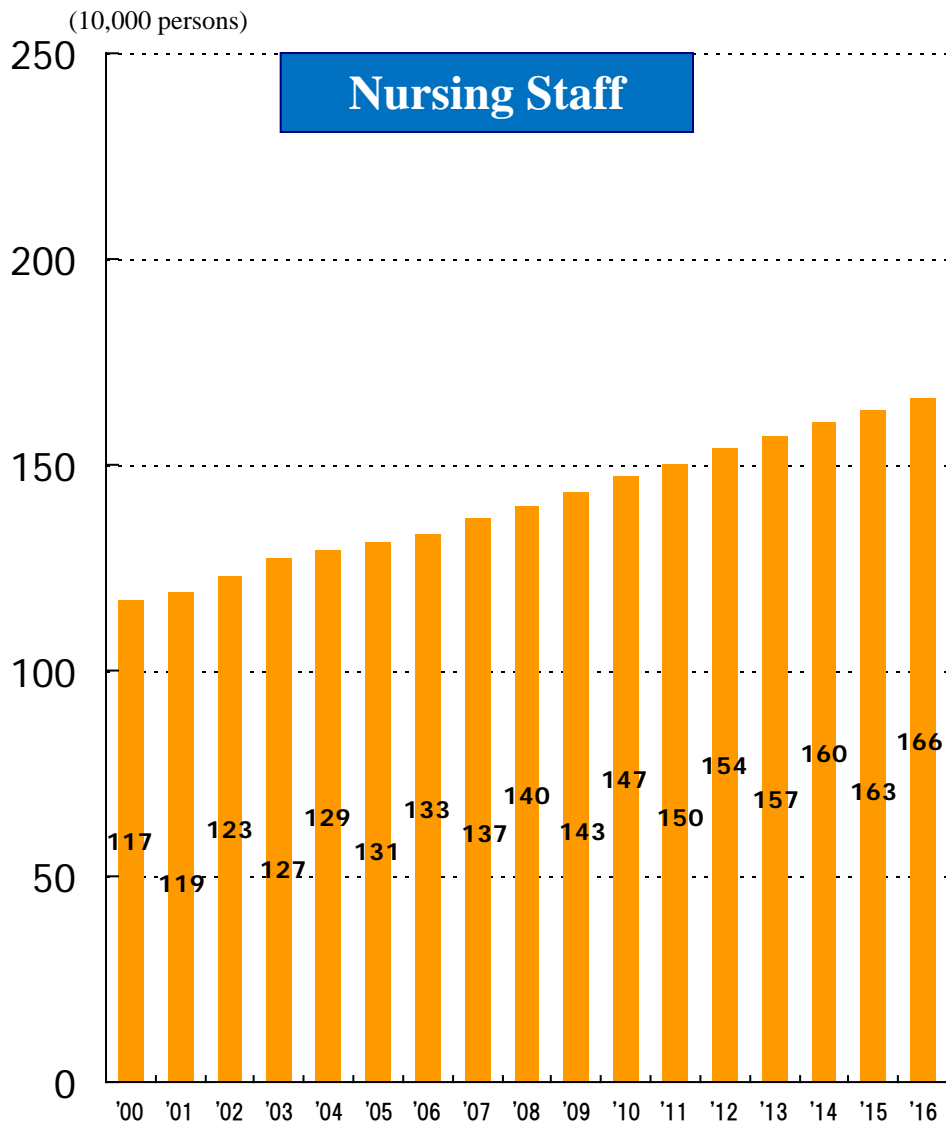


	Medical System		Care Service System	
	Medical Service Law, Health and Medical Service Law for the Aged, Medical Insurance, etc	Medical treatment fees	Care Service Law, Nursing Care Insurance, etc.	Nursing care fees
'08	Medical program for very elderly instituted by law “Metabolic” diagnosis and health 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	National Council Reform of Social Security System 6th plan of Medical Care System (2012-2017)	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	Total market: -0.84% Service: +0.49% Drug price: -1.33%	Enforcement of Amended Nursing Care Insurance Law for Community day care	
'17	Revision of the high-cost medical care benefit system The foundation of promotion organization for community medical corporation		The temporary revision of nursing care compensation The partial revision of Nursing Care Insurance Law	
'18	7th plan of Medical Care System (2018-2023) Medical Specialist System	Total market: -0.90% Service: +0.55% Drug price: -1.45%	7 th plan of care insurance system (2018-2020) Medical Care Treatment Center	+0.54%

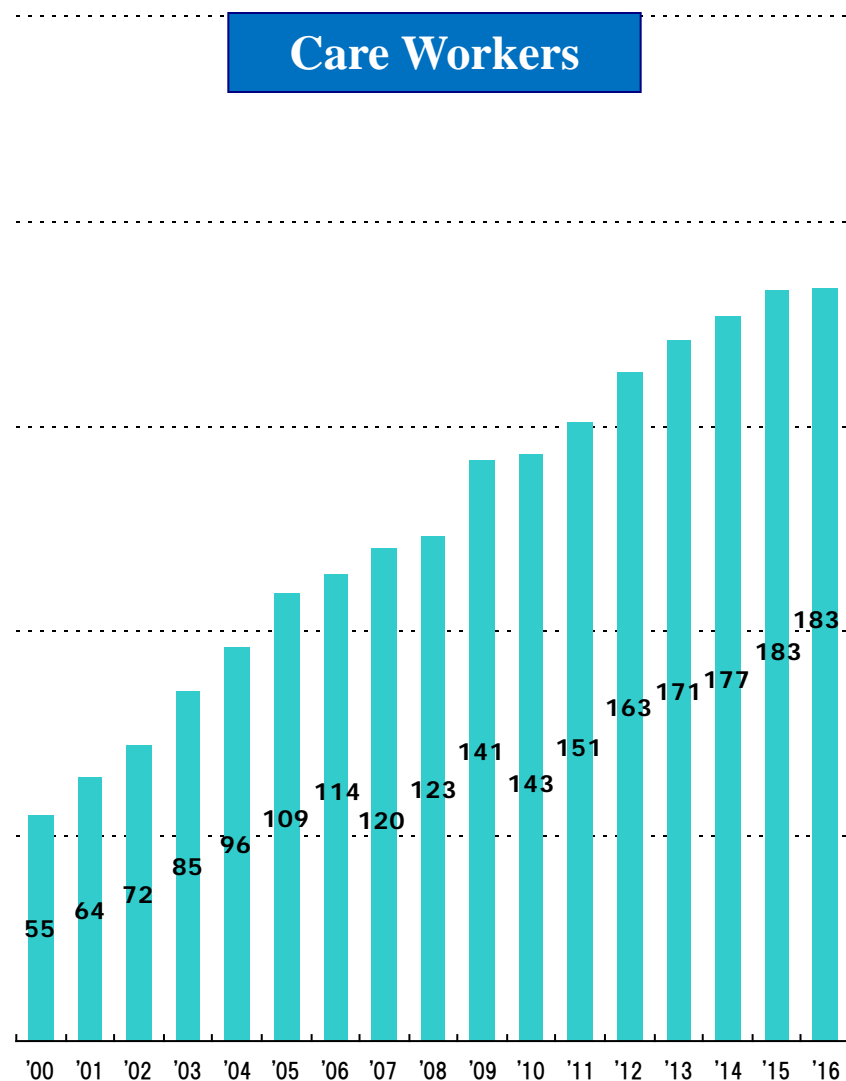
Revisions to medical treatment and care Service fees



The number of Nursing Staff and Care workers



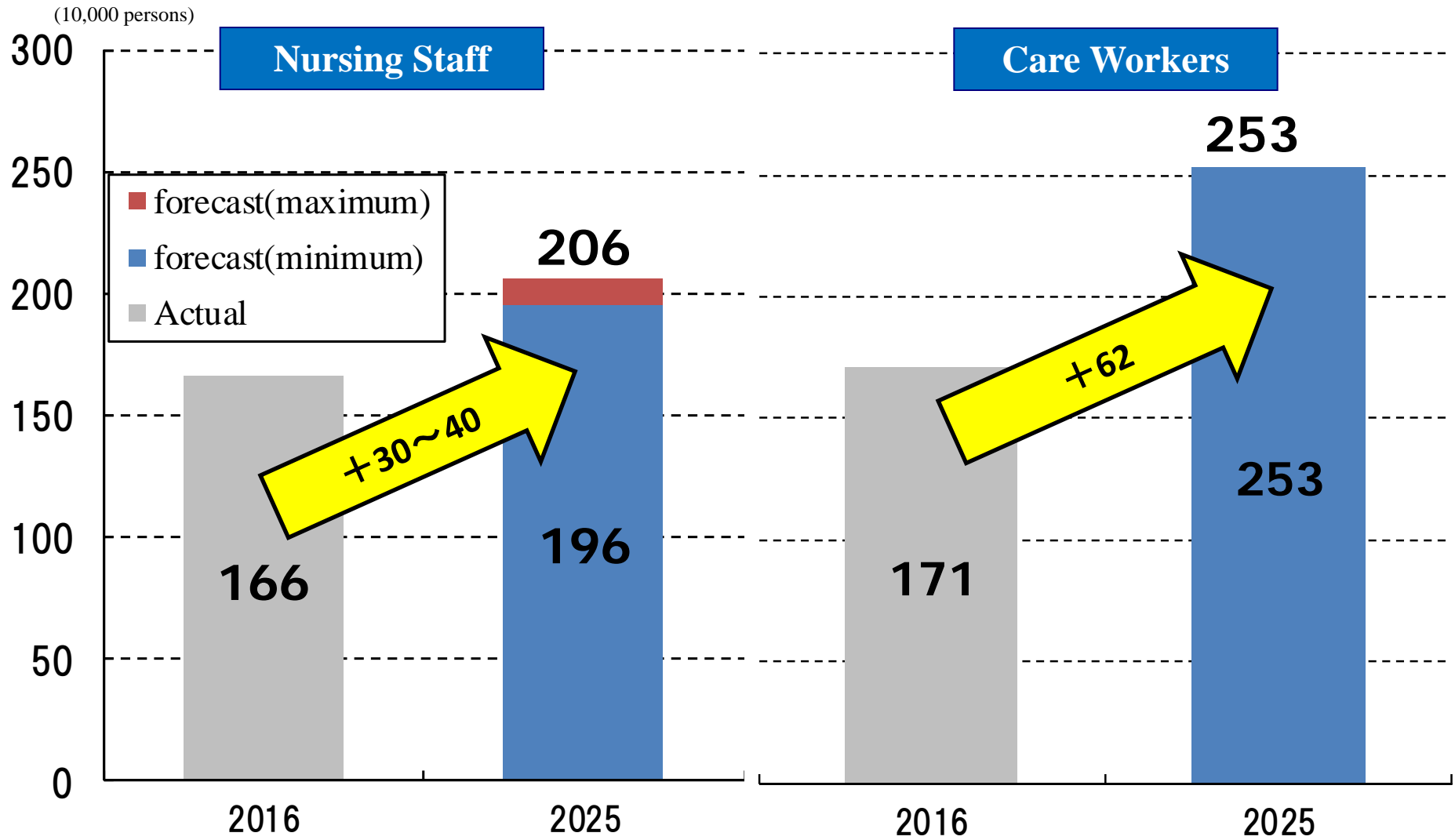
MHLW, Health Policy Bureau, Nursing Division



Research of Long-Term Care Service, MHLW

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

Supply and Estimated Future Need



Actual record: Japanese Nursing Associations' statistical data

Forecast: The committee about supply and estimated future need of Nursing MHLW

Actual record: Research of Long-Term Care Service, MHLW

Forecast: MHLW, document "estimation of care workers' demand toward 2025"



IV Forecast for FY2019





Marketing strategy to increase sales

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

Production strategy to ensure a steady supply

- Scrap 2 old factories and build New Sewing Factory in Japan
 - Strengthen domestic production
 - Strengthen ability to respond Quick Response
- Strengthen ties with material makers and trade firms

Strategy to stabilize profitability

- Shift to overseas from domestic production
- Develop new oversea materials applying special tax measures for EPA and FTA
- Improvement of profitability by driving the strategy of higher quality and value-added products



1 **Establishing New Sewing Factory**

Impact on Gross Profit

-Increase of depreciation(¥30m)

-Occurrence of real estate acquisition tax(¥15m)

*only once in this term

2 **Abolishing Directors' retirement allowances Introducing Restricted Stock-based Payment**

After resolution of stockholders' meeting(Nov. 2018), closure and payment of retirement allowance will be implemented.

-Reward for retirement(¥81m), which is not reserved, will record as extra expenses in SGA account.

*only once in this term

Forecast Statements of Income



(millions of yen,%)	FY2019E	% Change (FY2018)	Composition % Change
Net sales	17,600	+2.7	—
Gross profit	8,210	+2.0	-0.3
Sales, general, and administrative expenses	2,968	+6.5	+0.6
Operating income	5,242	-0.4	-0.9
Recurring income	5,304	-0.6	-1.0
Net income	3,650	-0.7	-0.7

[Overview]

- Net sales and Operating income will continue to become highest record. We will focus on the promotion of High-End products and High Value-Added products in Healthcare wear. Also, sales in Doctors' wear and Patient wear will to increase steadily.

[Gross profit] Gross profit to sales FY2018 47.0% → FY2019E 46.7%(excluding special factors:46.9%)
 (Factor of Sales: +¥212m, Factor of production: -¥ 52 m)

Boost of sewing cost (-¥40m)

Foreign Exchange rate: FY2018 ¥109.6yen/dollar → FY2019E ¥112yen/dollar (-¥45m)

Overseas production ratio FY2018 49.0% → FY2019E 50.0% (+¥55m)

New Sewing Factory: Increase of depreciation(-¥30m). Occurrence of real estate acquisition tax(-¥15m).

[Sales, general, and administrative expenses]

- Expense with the sales increase
- The shipping expenses will increase because of rising freight.
- Reward for retirement(¥81m), due to abolishing Directors' retirement allowances.

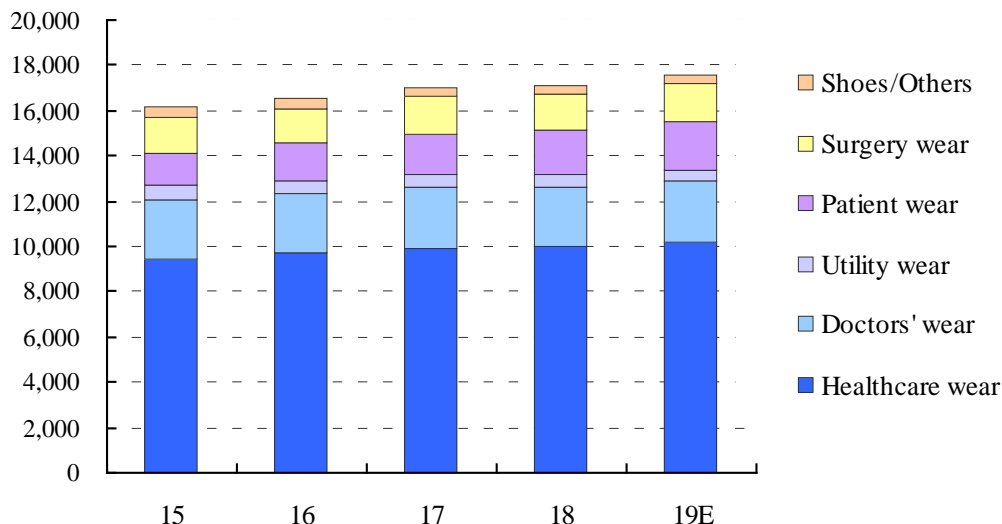
[Capital expenditure]

- Capital expenditure: ¥299m (Buildings:¥118m, Manufacturing equipment:¥67m, IT system:¥49m, Distribution equipment:¥42m)
- Depreciation: ¥340m



Sales by Item

(¥ million)



Year-on-year change	FY2018	FY2019E
Sales	+0.7%	+2.7%
Healthcare wear	+0.3%	+2.1%
Doctors' wear	-0.4%	+2.2%
Utility wear	-10.5%	-9.8%
Patient wear	+10.0%	+10.4%
Surgery wear	+0.6%	+3.5%
Shoes/Others	-6.3%	-5.5%

[Healthcare wear] Activating market by High Value-Added and High-End products, sales of Healthcare wear is expected to increase steadily.

[Doctors' wear] Though mass product is on downward trend, the sale of High-End products will lead Doctor's wear to steadily increasing.

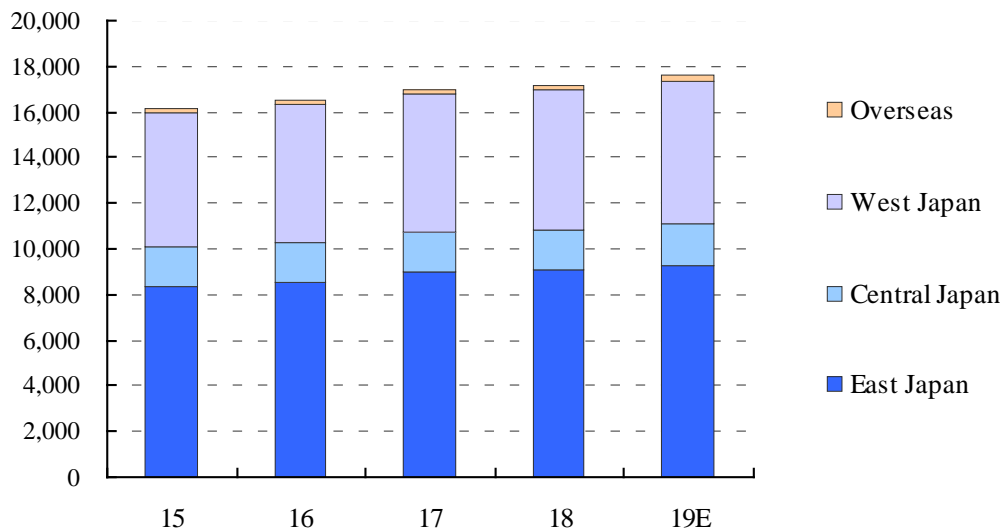
[Patient wear] The increase in sales of Patient wear is expected to continue with increased demand in the market.

[Surgery wear] As capacity of laundry and sterilization factory for COMPELPACK will expand and new contracts will realize, sales of surgery wear is expected to increase.



Sales by Region

(¥ million)



Year-on-year change	FY2018	FY2019E
Total sales	+0.7%	+2.7%
East Japan	+0.6%	+2.0%
Central Japan	+2.2%	+3.0%
West Japan	+0.0%	+3.3%
Overseas	+16.4%	+7.1%

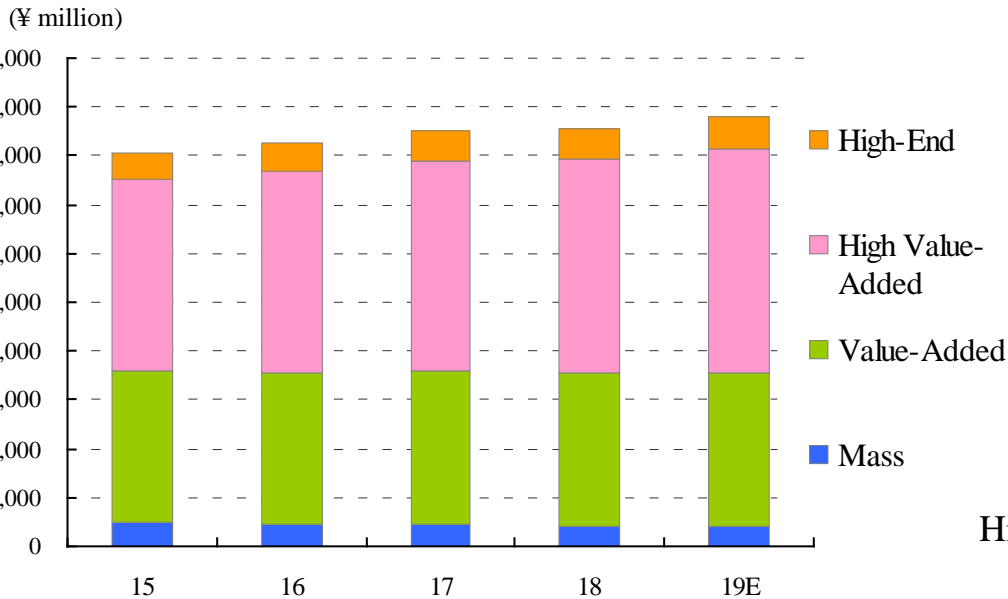
Each area are expected to increase of sales and continue of the highest ever sales.

[East Japan] Catching renewal orders steadily with High 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 foreign exchange rate and expanding our reputation.

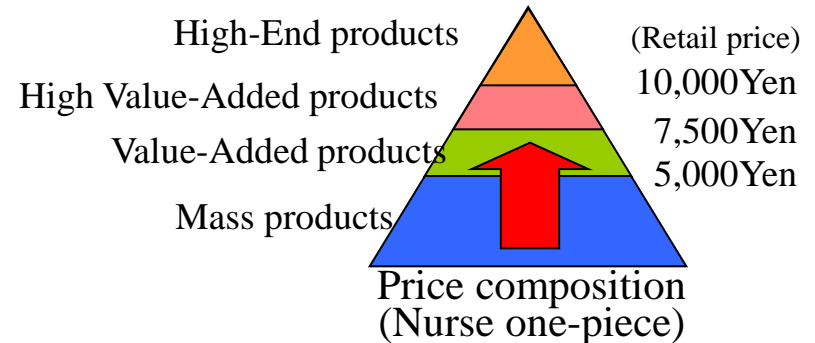
Sales by Product



*Categories changed

“DC brand products” and “High Functional products” : Classification and Name changed, “High-End products” and “High Value-Added products”
 “Standard Functional products” : Name changed, “Value-Added products”
 “Mass products” : no change

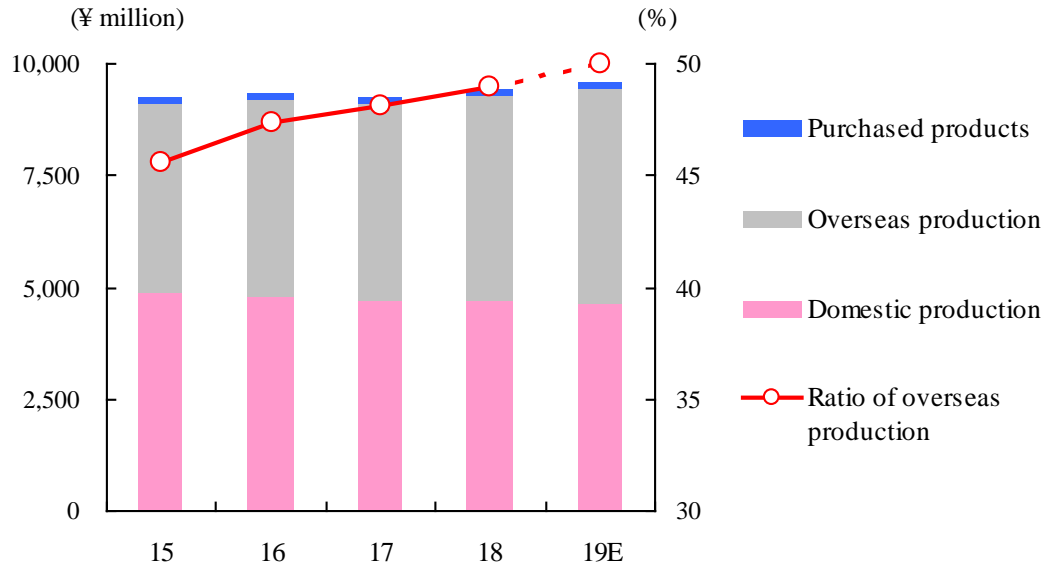
Year-on-year change	FY2018	FY2019E
Total sales	+0.7%	+2.7%
High-End products	+6.5%	+6.3%
High Value-Added products	+1.7%	+4.5%
Value-Added products	▲ 1.4%	+0.1%
Mass products	▲ 1.0%	▲ 2.4%



[High-End products] House brand products, such as 4D, Beads Berry, are good sales for small order customers.
[High Value-Added 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	FY2018	FY2019E
Domestic production	49.6%	48.6%
Overseas production	49.0%	50.0%
Purchased products	1.4%	1.4%

Japan: New factory will strengthen ability for quick response and small lot production.

Overseas: Strengthen productivity and quality of factories in Indonesia, Vietnam and China



V Management Goals





Sales Strategy

- Increase peripheral business in products for Patients and Surgery.
- Gain share in West Japan.
- Develop and Sale of High-End and High Value-Added products.
- Cultivate Overseas Markets.

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

FY2015

(3 terms ago)

net sales **¥16,150 million**

FY2018

(Previous term)

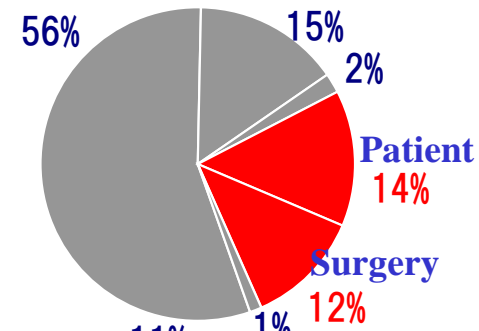
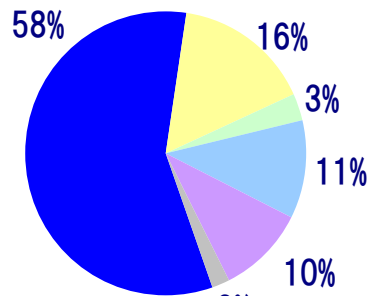
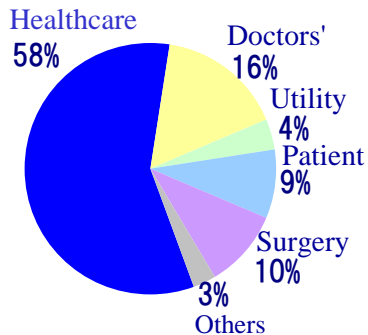
¥17,144 million

FY2021E

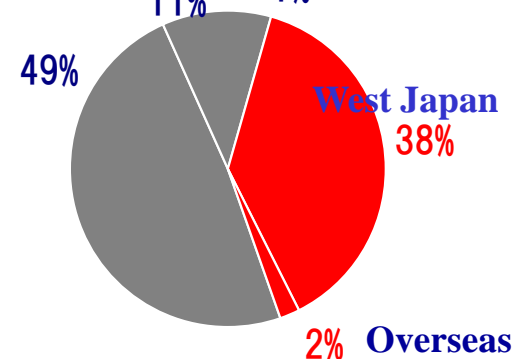
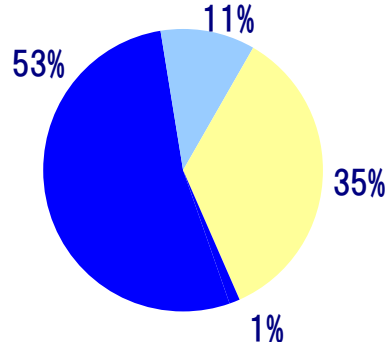
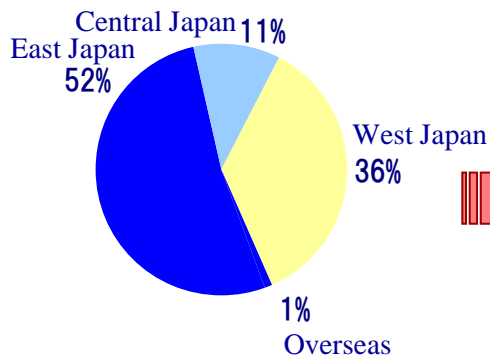
(3 terms later)

¥18,600 million

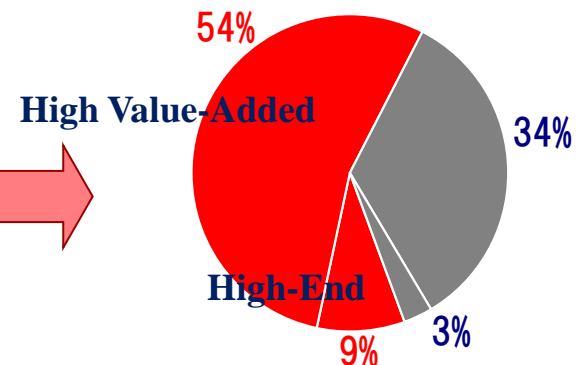
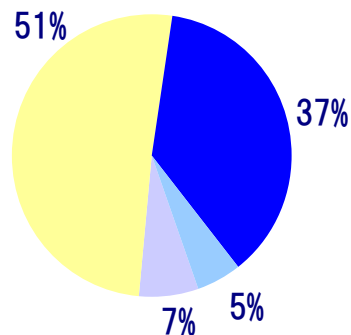
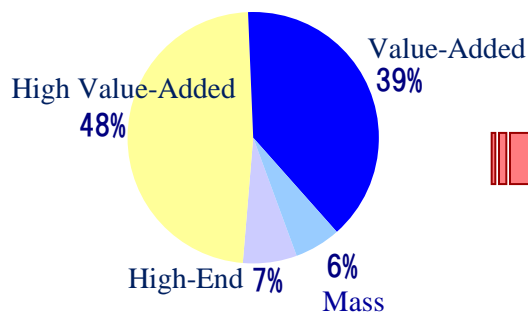
Item



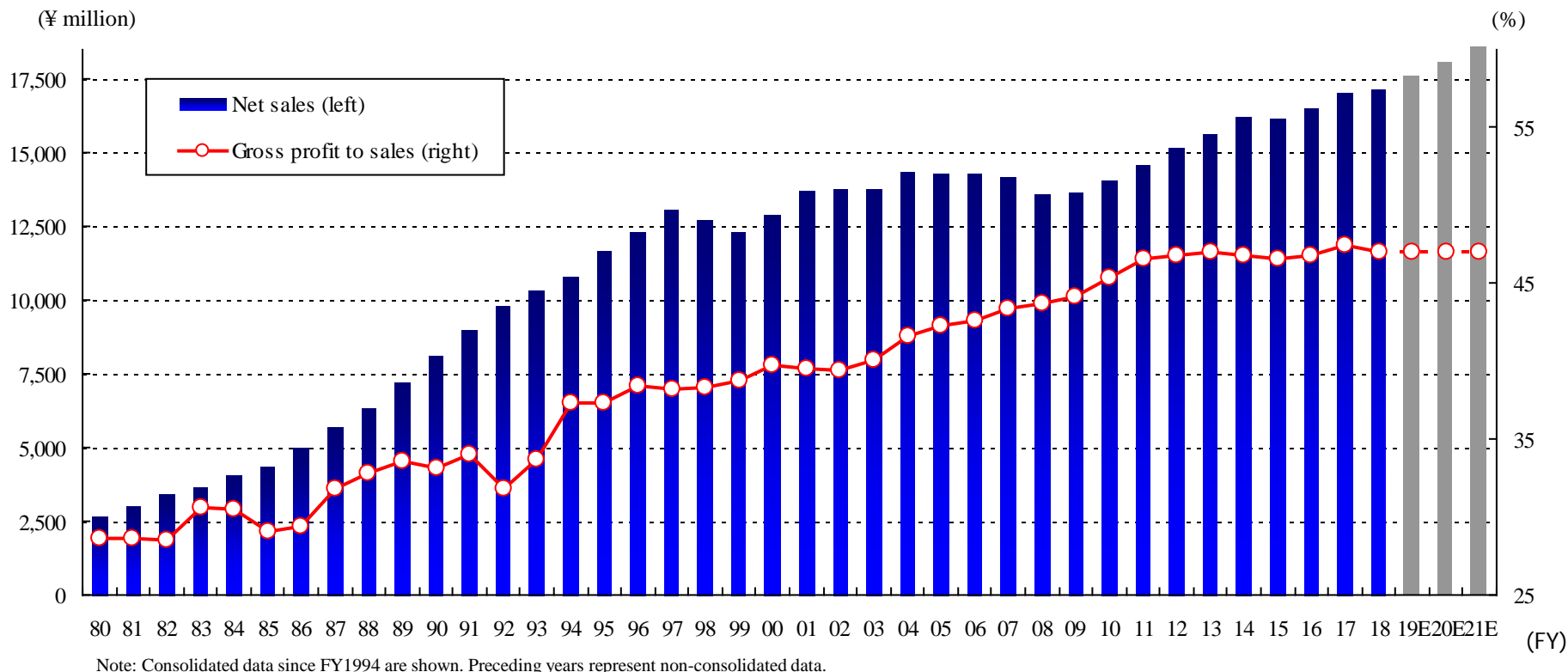
Region



Products



Trend of Business Records



(¥ million)

FY2021E	
Net Sales	18,600
Operating Income	5,600



VI Rewarding shareholder -focused policies



日本ではじめてのナースのための心のコミュニケーションスペース「いとなギャラリー」



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%

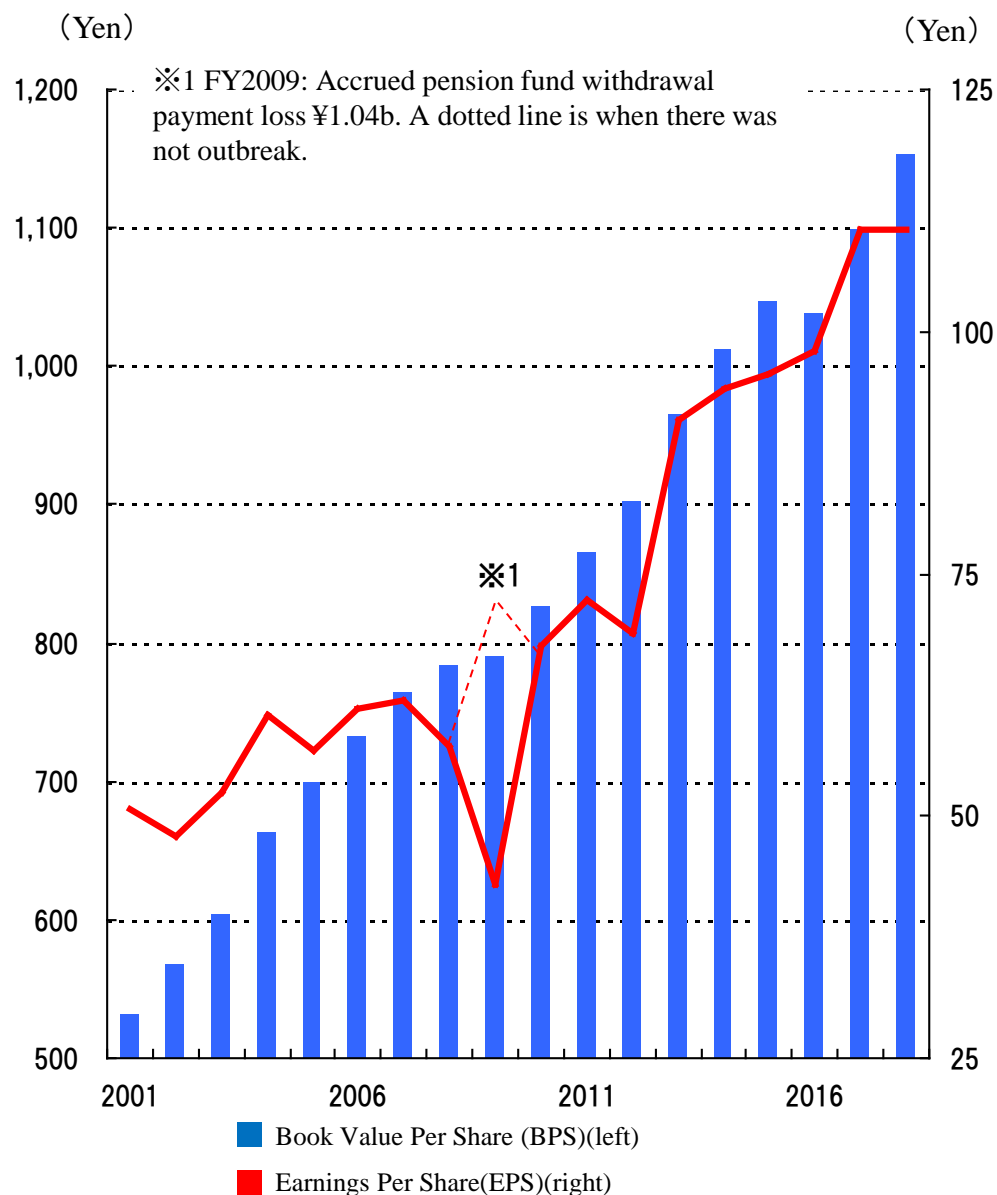
Share buyback

- Acquire expeditiously when our share is undervalued

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
FY2016	1,037.8	98.1	* 50.0
FY2017	1,099.2	110.5	60.0
FY2018	1,153.4	110.6	E 60.0



*2015: DPS 100yen (Include 100th anniversary commemorative 50yen)

Actual Dividends Paid

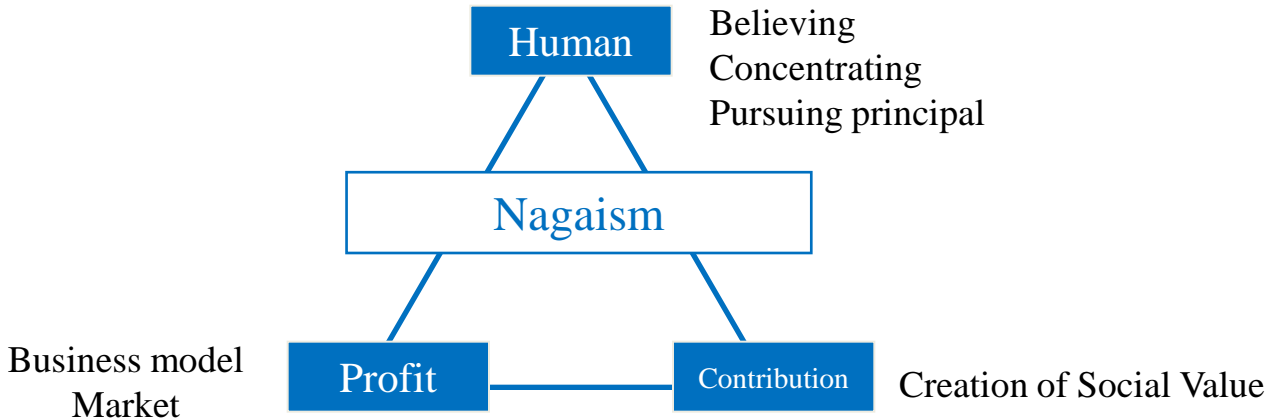


	Total dividend (Million yen)	Share buyback (Million yen)	Payout ratio (non-c, %)	Total return ratio (non-c, %)
FY2001	475	0	27.6	27.6
FY2002	475	0	29.3	29.3
FY2003	530	1,697	29.7	124.6
FY2004	744	0	36.5	36.5
FY2005	1,117	0	56.9	56.9
FY2006	1,117	0	53.4	53.4
FY2007	1,117	0	53.1	53.1
FY2008	1,083	1,077	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	54.4
FY2015	*3,324	1,500	107.5	153.8
FY2016	1,662	0	52.5	52.5
FY2017	1,994	0	55.2	55.2
FY2018E	1,994	0	55.2	55.2

*2015: DPS 100yen (Include 100th anniversary commemorative 50yen)



Our management philosophy are “Let us help the human life” and “Harmony”. We think that well-balanced growth with human, profit and philanthropy become the responsible corporate. Furthermore, we have our company spirit, “Nagaism”. We continue to specialize in medical / nurse / care business area, expanding its market and developing best products for our customers.





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

FY2018



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

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1. Sales by Item

FY	15/8	16/8	17/8	18/8	19/8E
Sales	16,150	16,537	17,017	17,144	17,600
Healthcare wear	9,429	9,674	9,940	9,974	10,180
Doctors' wear	2,604	2,654	2,681	2,671	2,730
Utility wear	670	601	557	498	450
Patient wear	1,451	1,613	1,786	1,964	2,170
Surgery wear	1,560	1,574	1,634	1,643	1,700
Shoes	211	204	203	187	175
Others	222	213	214	204	195

(¥ million)

First-half 17/8	First-half 18/8
7,149	7,419
4,110	4,265
1,075	1,092
241	227
870	969
681	698
74	67
95	97

Change over previous year

Sales	-0.4	2.4	2.9	0.7	2.7
Healthcare wear	-0.1	2.6	2.8	0.3	2.1
Doctors' wear	-2.6	2.0	1.0	-0.4	2.2
Utility wear	-9.8	-10.3	-7.4	-10.5	-9.8
Patient wear	7.2	11.1	10.7	10.0	10.4
Surgery wear	2.3	0.9	3.8	0.6	3.5
Shoes	-10.9	-3.1	-0.8	-7.9	-6.4
Others	-7.0	-3.9	0.3	-4.7	-4.5

(%)

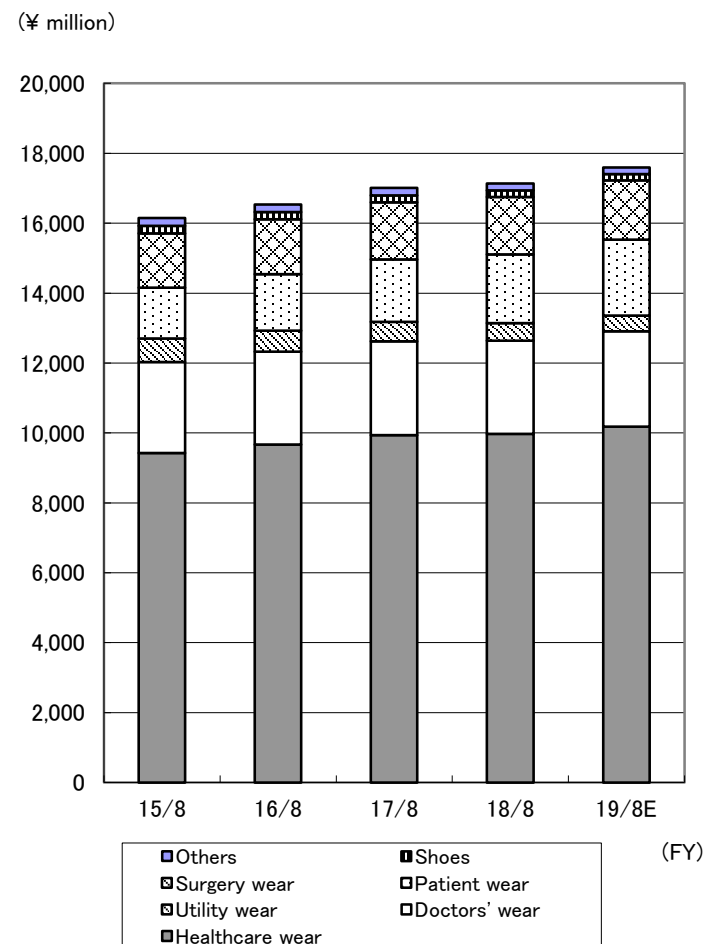
	1.4
	3.8
	2.2
	3.8
	0.7
	1.6
	-14.3
	-6.1
	20.9
	11.4
	2.1
	2.6
	1.3
	-8.9
	-10.1
	2.4

Composition

Sales	100.0	100.0	100.0	100.0	100.0
Healthcare wear	58.4	58.5	58.4	58.2	57.8
Doctors' wear	16.1	16.1	15.7	15.6	15.5
Utility wear	4.1	3.6	3.3	2.9	2.6
Patient wear	9.0	9.8	10.5	11.4	12.3
Surgery wear	9.7	9.5	9.6	9.6	9.7
Shoes	1.3	1.2	1.2	1.1	1.0
Others	1.4	1.3	1.3	1.2	1.1

(%)

	100.0
	100.0
	57.5
	57.5
	15.1
	14.7
	3.4
	3.1
	12.2
	13.1
	9.5
	9.4
	1.0
	0.9
	1.3
	1.3



2. Sales by Product

FY	15/8	16/8	17/8	18/8	19/8E
Sales	16,150	16,537	17,017	17,144	17,600
High-End products	1,095	1,104	1,191	1,269	1,350
High Value-Added products	7,841	8,336	8,612	8,759	9,150
Value-Added products	6,252	6,199	6,343	6,255	6,260
Mass products	960	896	869	860	840

(¥ million)

First-half 17/8	First-half 18/8
7,149	7,419
264	523
3,831	3,864
2,714	2,671
338	359

Change over previous year

Sales	15/8	16/8	17/8	18/8	19/8E
Sales	-0.4	2.4	2.9	0.7	2.7
High-End products	-1.0	0.9	7.9	6.5	6.3
High Value-Added products	2.8	6.3	3.3	1.7	4.5
Value-Added products	-3.2	-0.9	2.3	-1.4	0.1
Mass products	-5.6	-6.6	-3.1	-1.0	-2.4

(%)

First-half 17/8	First-half 18/8
3.0	3.8
-13.4	11.4
3.1	6.6
6.6	-1.6
-8.5	6.1

Composition

Sales	15/8	16/8	17/8	18/8	19/8E
Sales	100.0	100.0	100.0	100.0	100.0
High-End products	6.8	6.7	7.0	7.4	7.7
High Value-Added products	48.6	50.4	50.6	51.1	52.0
Value-Added products	38.7	37.5	37.3	36.5	35.6
Mass products	5.9	5.4	5.1	5.0	4.7

(%)

First-half 17/8	First-half 18/8
100.0	100.0
3.7	7.1
53.6	52.1
38.0	36.0
4.7	4.8

*Categories changed

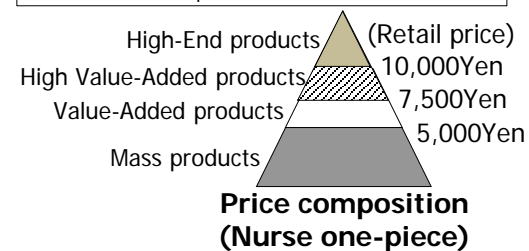
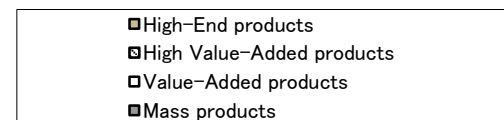
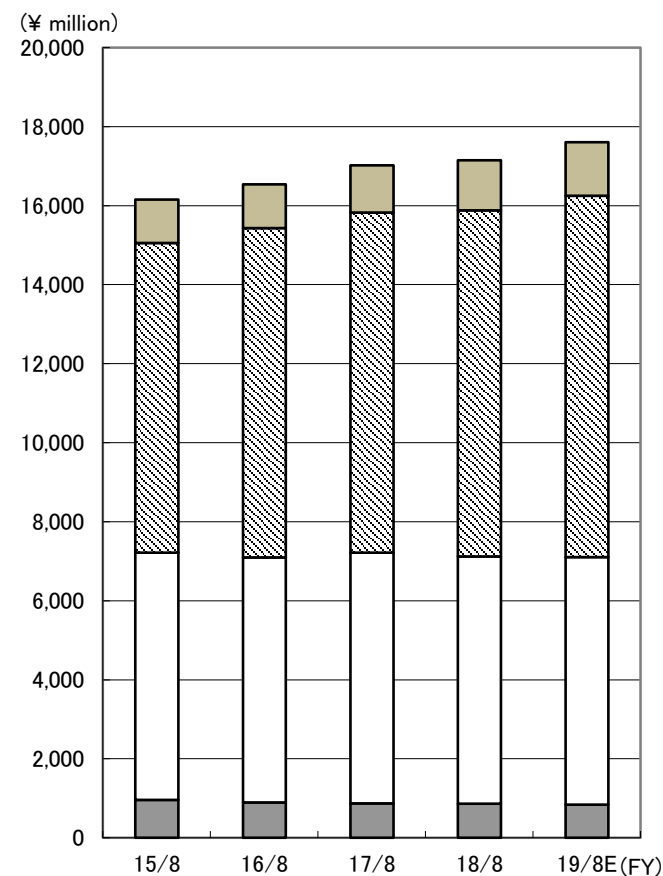
-“DC brand products” and “High Functional products” : Classification and Name changed,

“High-End products” and “High Value-Added products”

-“Standard Functional products” : Name changed, “Value-Added products”

-“Mass products” : no change

Reference)	15/8	16/8	17/8
DC brand products	846	720	661
High Functional products	8,090	8,720	9,143



3. Sales by Region

FY	15/8	16/8	17/8	18/8	19/8E
Sales	16,150	16,537	17,017	17,144	17,600
East Japan	8,357	8,539	9,007	9,065	9,250
Central Japan	1,774	1,717	1,756	1,795	1,850
West Japan	5,842	6,080	6,068	6,069	6,270
Overseas	176	200	184	214	230

(¥ million)

First-half 17/8	First-half 18/8
7,149	7,419
3,625	3,829
757	811
2,672	2,659
94	119

Change over previous year

Sales	-0.4	2.4	2.9	0.7	2.7
East Japan	-1.2	2.2	5.5	0.6	2.0
Central Japan	1.7	-3.2	2.3	2.2	3.0
West Japan	0.0	4.1	-0.2	0.0	3.3
Overseas	5.4	14.1	-8.2	16.4	7.1

(%)

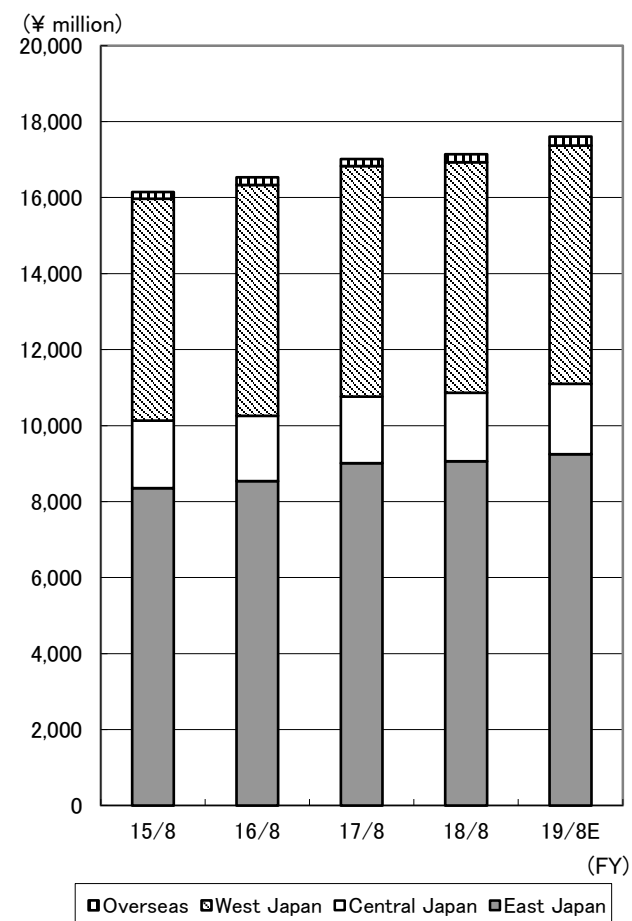
3.0	3.8
6.4	5.6
5.5	7.1
-0.8	-0.5
-21.4	26.8

Composition

Sales	100.0	100.0	100.0	100.0	100.0
East Japan	51.7	51.6	52.9	52.9	52.6
Central Japan	11.0	10.4	10.3	10.5	10.5
West Japan	36.2	36.8	35.7	35.4	35.6
Overseas	1.1	1.2	1.1	1.2	1.3

(%)

100.0	100.0
50.7	51.6
10.6	10.9
37.4	35.8
1.3	1.6



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

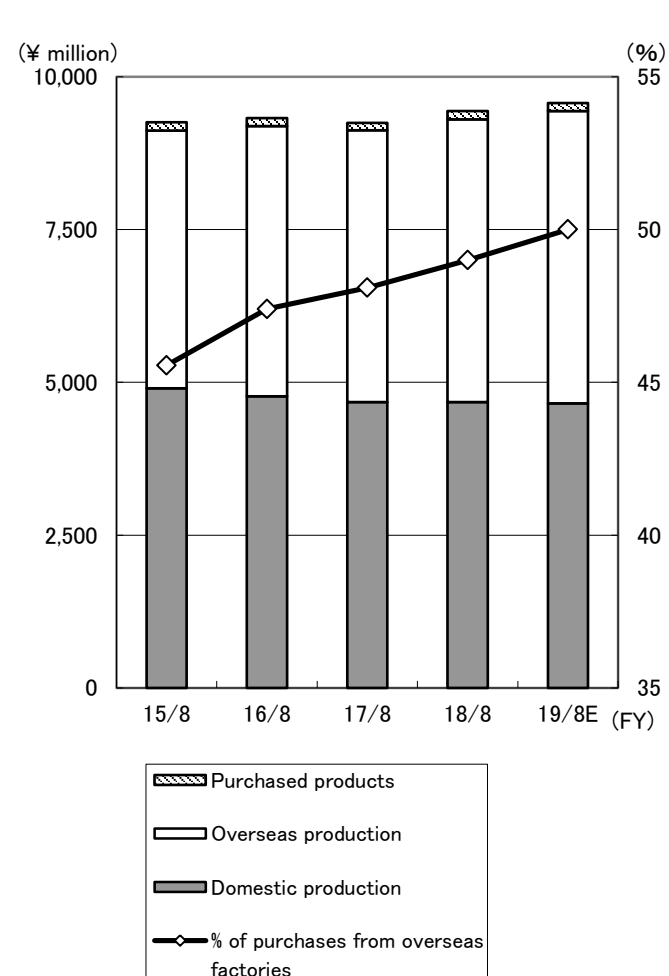
FY	15/8	16/8	17/8	18/8	19/8E	¥ million	
						First-half 17/8	First-half 18/8
Domestic production	4,901	4,771	4,676	4,678	4,655	2,380	2,356
Overseas production	4,215	4,419	4,447	4,625	4,785	2,166	2,273
Purchased products	136	133	123	136	130	63	57
Total	9,252	9,323	9,246	9,439	9,570	4,609	4,686

Change over previous year

	15/8	16/8	17/8	18/8	19/8E	%	
						17/8	18/8
Domestic production	-3.2	-2.7	-2.0	0.0	-0.5	-2.1	-1.0
Overseas production	4.9	4.8	0.6	4.0	3.5	0.1	4.9
Purchased products	-43.8	-2.2	-7.5	10.6	-4.4	14.5	-9.5
Total	-0.7	0.8	-0.8	2.1	1.4	-0.9	1.7

Composition

	15/8	16/8	17/8	18/8	19/8E	%	
						17/8	18/8
Domestic production	53.0	51.2	50.6	49.6	48.6	51.6	50.3
Overseas production	45.6	47.4	48.1	49.0	50.0	47.0	48.5
Purchased products	1.5	1.4	1.3	1.4	1.4	1.4	1.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0



5. Statements of Income (Consolidated)

(¥ million)

FY	15/8	16/8	17/8	18/8	19/8E	First-half 17/8	First-half 18/8
Net Sales	16,150	16,537	17,017	17,144	17,600	7,149	7,419
Gross profit	7,532	7,735	8,086	8,050	8,210	3,405	3,469
Sales, general, and administrative expense	2,719	2,784	2,843	2,786	2,968	1,473	1,463
Operating income	4,813	4,950	5,242	5,264	5,242	1,932	2,006
Recurring income	5,088	4,937	5,340	5,338	5,304	2,007	2,042
Net income	3,225	3,262	3,673	3,675	3,650	1,380	1,411

Change over previous year

(%)

Net Sales	-0.4	2.4	2.9	0.7	2.7	3.0	3.8
Gross profit	-0.7	2.7	4.5	-0.4	2.0	7.3	1.9
Sales, general, and administrative expense	2.1	2.4	2.1	-2.0	6.5	0.6	-0.6
Operating income	-2.2	2.9	5.9	0.4	-0.4	13.0	3.8
Recurring income	-1.0	-3.0	8.2	0.0	-0.6	17.9	1.7
Net income	0.1	1.1	12.6	0.1	-0.7	22.8	2.2

Composition

(%)

Net Sales	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Gross profit	46.6	46.8	47.5	47.0	46.7	47.6	46.8
Sales, general, and administrative expense	16.8	16.9	16.7	16.3	16.9	20.6	19.8
Operating income	29.8	29.9	30.8	30.7	29.8	27.0	27.0
Recurring income	31.5	29.9	31.4	31.1	30.1	28.1	27.5
Net income	20.0	19.7	21.6	21.4	20.7	19.3	19.0

6. Statements of Income (Non-Consolidated)

FY						(¥ million)	
	15/8	16/8	17/8	18/8	19/8E	First-half 17/8	First-half 18/8
Net Sales	16,141	16,535	17,013	17,140	17,600	7,148	7,413
Gross profit	7,218	7,416	7,826	7,835	8,012	3,272	3,377
Sales, general, and administrative expenses	2,718	2,775	2,831	2,779	2,957	1,455	1,455
Operating income	4,500	4,641	4,995	5,055	5,055	1,816	1,922
Recurring income	4,883	4,734	5,197	5,213	5,194	1,995	2,038
Net income	3,137	3,167	3,612	3,612	3,601	1,404	1,425

Change over previous year

						(%)	
Net Sales	-0.4	2.4	2.9	0.7	2.7	3.0	3.7
Gross profit	-0.7	2.7	5.5	0.1	2.3	7.8	3.2
Sales, general, and administrative expenses	2.1	2.1	2.0	-1.8	6.4	0.1	-0.0
Operating income	-2.3	3.1	7.6	1.2	0.0	15.0	5.8
Recurring income	-1.1	-3.1	9.8	0.3	-0.4	19.2	2.1
Net income	-0.3	0.9	14.1	0.0	-0.3	23.2	1.5

Composition

						(%)	
Net Sales	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Gross profit	44.7	44.9	46.0	45.7	45.5	45.8	45.6
Sales, general, and administrative expenses	16.8	16.8	16.6	16.2	16.8	20.4	19.7
Operating income	27.9	28.1	29.4	29.5	28.7	25.4	25.9
Recurring income	30.3	28.6	30.6	30.4	29.5	27.9	27.5
Net income	19.4	19.2	21.2	21.1	20.5	19.7	19.2

7. Indices (Consolidated)

		(Unit)	14/8	15/8	16/8	17/8	18/8	First-half 17/8	First-half 18/8
Profitability	ROE	(%)	9.5	9.3	9.4	10.3	9.8	-	-
	ROA	(%)	13.5	13.0	12.7	13.4	12.8	-	-
ROE resolution	Return on sales Net income	(%)	19.9	20.0	19.7	21.6	21.4	-	-
	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	(%)	802.1	863.6	886.3	903.3	969.4	-	-
	Fixed Assets Ratio	(%)	30.1	27.1	27.5	25.9	24.0	-	-
	Fixed Assets Ratio to Total of Shareholders' Equity and Long-term Liabilities	(%)	29.4	26.5	26.8	25.2	23.4	-	-
	Account Receivable Turnover	(Times)	3.5	3.4	3.4	3.4	3.5	-	-
	Inventory Turnover	(Times)	4.4	4.0	3.9	3.9	3.9	-	-
Per share data	BPS	(¥)	1,012.7	1,046.6	1,037.8	1,099.2	1,153.4	1,031.1	1,083.5
	EPS	(¥)	94.1	95.6	98.1	110.5	110.6	41.5	42.4
	DPS	(¥)	-	-	-	-	-	-	-
	Payout ratio	(%)	53.1	104.6	51.0	54.3	54.3	-	-
Others	Capital expenditure	(¥ million)	801	161	190	92	904	60	348
	Depreciation	(¥ million)	335	360	331	311	289	156	141
	Number of employees	(Persons)	501	497	499	498	506	501	500
	Proportion of female employees	(%)	67.7	67.2	66.5	66.9	65.6	66.7	66.2
	Personnel expense	(¥ million)	2,305	2,305	2,328	2,361	2,381	1,183	1,199

(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)	14/8	15/8	16/8	17/8	18/8	First-half 17/8	First-half 18/8
Profitability	ROE	(%)	10.1	9.8	10.0	11.0	10.5	-	-
	ROA	(%)	14.2	13.7	13.4	14.2	13.6	-	-
ROE resolution	Return on sales Net income	(%)	19.4	19.4	19.2	21.2	21.1	-	-
	Total Assets Turnover	(Times)	0.5	0.5	0.5	0.5	0.4	-	-
	Leverage	(Times)	1.1	1.1	1.1	1.1	1.1	-	-
Financial stability	Current Ratio	(%)	735.8	793.7	821.7	828.6	879.5	-	-
	Fixed Assets Ratio	(%)	31.9	28.6	29.1	27.4	25.3	-	-
	Fixed Assets Ratio to Total of Shareholders' Equity and Long-term Liabilities	(%)	31.5	28.3	28.7	27.0	25.0	-	-
	Account Receivable Turnover	(Times)	3.5	3.4	3.4	3.4	3.5	-	-
	Inventory Turnover	(Times)	5.4	4.9	4.7	4.9	4.9	-	-
Per share data	BPS	(¥)	931.9	960.3	954.4	1,013.6	1,065.1	947.4	998.5
	EPS	(¥)	91.9	93.0	95.3	108.7	108.7	42.2	42.9
	DPS	(¥)	50.0	100.0	50.0	60.0	60.0	-	-
	Payout ratio	(%)	54.4	107.5	52.5	55.2	55.2	-	-
Others	Capital expenditure	(¥ million)	772	132	117	62	867	32	329
	Depreciation	(¥ million)	295	327	293	265	248	133	122
	Number of employees	(Persons)	112	113	115	113	117	112	116
	Proportion of female employees	(%)	25.9	25.7	26.1	27.4	28.2	26.8	28.4
	Personnel expense	(¥ million)	1,051	1,101	1,141	1,155	1,167	585	590

(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)

FY	17/8		18/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Net Sales	17,017	100.0	17,144	100.0	127	0.7
Cost of sales	8,931	52.5	9,093	53.0	162	1.8
Gross profit	8,086	47.5	8,050	47.0	-35	-0.4
Sales, general, and administrative expenses	2,843	16.7	2,786	16.3	-57	-2.0
Packing and freight expenses	231		229			
Advertising expenses	321		303			
Personnel expenses	1,342		1,352			
Management commission expense	124		122			
Depreciation expenses	211		196			
Operating income	5,242	30.8	5,264	30.7	21	0.4
Non-operating income	144	0.9	115	0.7	-28	-19.8
Interest income	4		2			
Rent income	70		80			
Others	68		32			
Non-operating expense	46	0.3	41	0.3	-5	-10.8
Fixed assets rent expense	35		37			
Others	11		3			
Recurring income	5,340	31.4	5,338	31.1	-1	0.0
Extraordinary profit	4	0.0	0	0.0	-3	-91.3
Extraordinary loss	3	0.0	0	0.0	-2	-82.1
Income before income taxes	5,341	31.4	5,338	31.1	-2	-0.1
Income, inhabitant and enterprise taxes	1,645		1,657			
Tax adjustments	21		4			
Net income attributable to shareholders	3,673	21.6	3,675	21.4	2	0.1

		First-half 17/8		First-half 18/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %	
	7,149	100.0	7,419	100.0	269	3.8	
	3,744	52.4	3,949	53.2	205	5.5	
	3,405	47.6	3,469	46.8	64	1.9	
	1,473	20.6	1,463	19.8	-9	-0.6	
	102		104				
	227		237				
	681		685				
	60		60				
	107		97				
	1,932	27.0	2,006	27.0	74	3.8	
	93	1.3	55	0.7	-38	-41.1	
	3		1				
	30		40				
	60		13				
	17	0.2	18	0.2	0	3.2	
	17		17				
	0		1				
	2,007	28.1	2,042	27.5	35	1.7	
	3	0.0	0	0.0	-3	-94.6	
	0	0.0	0	0.0	0	-30.6	
	2,011	28.1	2,043	27.5	31	1.6	
	605		650				
	24		-18				
	1,380	19.3	1,411	19.0	30	2.2	

10. Statements of Income (Non-Consolidated)

FY	17/8		18/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Net Sales	17,013	100.0	17,140	100.0	126	0.7
Cost of sales	9,187	54.0	9,305	54.3	117	1.3
Gross profit	7,826	46.0	7,835	45.7	8	0.1
Sales, general, and administrative expenses	2,831	16.6	2,779	16.2	-51	-1.8
Packing and freight expenses	436		442			
Advertising expenses	321		302			
Personnel expenses	1,155		1,167			
Management commission expenses	123		121			
Depreciation expenses	208		192			
Operating income	4,995	29.4	5,055	29.5	60	1.2
Non-operating income	297	1.8	234	1.4	-63	-21.2
Interest income	4		2			
Dividend income	106		81			
Rent income	138		148			
Others	47		1			
Non-operating expense	95	0.6	76	0.5	-18	-19.7
Fixed assets rent expense	72		72			
Others	22		3			
Recurring income	5,197	30.6	5,213	30.4	16	0.3
Extraordinary profit	0	0.0	0	0.0	0	40.3
Extraordinary loss	3	0.1	0	0.0	-2	-83.1
Income before income taxes	5,195	30.5	5,213	30.4	18	0.4
Income, inhabitant and enterprise taxes	1,560		1,602			
Tax adjustments	21		-1			
Net income	3,612	21.2	3,612	21.1	0	0.0

(¥ million,%)

	First-half 17/8		First-half 18/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
	7,148	100.0	7,413	100.0	265	3.7
	3,875	54.2	4,036	54.4	160	4.1
	3,272	45.8	3,377	45.6	105	3.2
	1,455	20.4	1,455	19.7	0	0.0
	199		208			
	227		236			
	585		590			
	60		60			
	105		95			
	1,816	25.4	1,922	25.9	105	5.8
	216	3.0	152	2.1	-64	-29.7
	2		1			
	100		75			
	64		74			
	48		0			
	37	0.5	36	0.5	0	-2.5
	36		34			
	0		1			
	1,995	27.9	2,038	27.5	42	2.1
	0	0.0	0	0.0	0	123.3
	0	0.0	0	0.0	0	-33.2
	1,995	27.9	2,038	27.5	42	2.1
	563		630			
	27		-17			
	1,404	19.7	1,425	19.2	20	1.5

(¥ million,%)

11. Balance Sheet (Consolidated)

FY	(¥ million,%)					
	17/8		18/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Current assets	32,325	78.9	33,327	78.2	1,002	3.1
Cash on hand and at banks	22,762		23,930			
Trade notes and accounts receivable (including electronically recorded claims)	5,038		4,815			
Securities	-		-			
Inventories	4,311		4,386			
Others	213		195			
Reserve bad debt	- 0		0			
Fixed assets	8,626	21.1	9,315	21.8	689	8.0
Tangible fixed assets	7,256	17.7	7,880	18.5	623	8.6
Buildings and structures	2,242		2,932			
Machinery and equipment	406		344			
Land	4,447		4,447			
Construction in progress	1		7			
Others	158		148			
Intangible fixed asset	54	0.2	44	0.1	-9	-17.8
Investments and other assets	1,315	3.2	1,390	3.2	75	5.7
Investment securities	688		808			
Others	628		583			
Reserve bad debt	- 1		-1			
Total assets	40,951	100.0	42,643	100.0	1,691	4.1

Current liabilities	3,426	8.4	3,346	7.9	-79	-2.3
Trade notes and accounts payable	1,428		1,424			
Accrued income taxes	1,091		1,057			
Accrued bonus	83		84			
Others	822		779			
Long-term liabilities	979	2.4	951	2.2	-28	-2.9
Accrued pension and severance costs	653		637			
Directors' retirement allowances	207		198			
Others	117		114			
Total liabilities	4,405	10.8	4,297	10.1	-108	-2.5
Total shareholders' equity	36,370	88.8	38,051	89.2	1,681	4.6
Capital stock	1,925		1,925			
Capital reserves	2,358		2,358			
Retained earnings	36,989		38,670			
Treasury stock	-4,902		-4,902			
Accumulated other comprehensive income	175	0.4	293	0.7	118	67.9
Net unrealized gains on investment securities	251		341			
Deferred hedging gains and losses	1		15			
Accumulated pension and severance costs	-78		-62			
Total net assets	36,545	89.2	38,345	89.9	1,800	4.9
Total liabilities and total net assets	40,951	100.0	42,643	100.0	1,691	4.1

FY	(¥ million,%)					
	First-half 17/8		First-half 18/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Current assets	29,234	77.0	30,985	77.7	1,750	6.0
Cash on hand and at banks	18,868		20,578			
Trade notes and accounts receivable (including electronically recorded claims)	4,940		5,181			
Securities	-		-			
Inventories	5,112		5,008			
Others	313		216			
Reserve bad debt	-1		0			
Fixed assets	8,756	23.0	8,903	22.3	147	1.7
Tangible fixed assets	7,375	19.4	7,465	18.7	90	1.2
Buildings and structures	2,308		2,210			
Machinery and equipment	458		382			
Land	4,447		4,447			
Construction in progress	-		274			
Others	161		149			
Intangible fixed asset	61	0.1	52	0.1	-9	-15.0
Investments and other assets	1,319	3.5	1,385	3.5	66	5.0
Investment securities	689		790			
Others	631		597			
Reserve bad debt	-1		-1			
Total assets	37,991	100.0	39,889	100.0	1,897	5.0

Current liabilities	2,735	7.2	2,913	7.3	178	6.5
Trade notes and accounts payable	1,567		1,596			
Accrued income taxes	621		673			
Accrued bonus	78		78			
Others	467		565			
Long-term liabilities	975	2.6	954	2.4	-20	-2.1
Accrued pension and severance costs	660		648			
Directors' retirement allowances	198		191			
Others	115		114			
Total liabilities	3,710	9.8	3,868	9.7	157	4.3
Total shareholders' equity	34,078	89.7	35,786	89.7	1,708	5.0
Capital stock	1,925		1,925			
Capital reserves	2,358		2,358			
Retained earnings	34,696		36,405			
Treasury stock	-4,902		-4,902			
Accumulated other comprehensive income	203	0.5	234	0.6	31	15.3
Net unrealized gains on investment securities	253		322			
Deferred hedging gains and losses	36		-16			
Accumulated pension and severance costs	-86		-70			
Total net assets	34,281	90.2	36,021	90.3	1,739	5.1
Total liabilities and total net assets	37,991	100.0	39,889	100.0	1,897	5.0

12. Balance Sheet(Non-Consolidated)

FY	(¥ million,%)					
	17/8		18/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Current assets	29,166	77.7	30,086	76.8	920	3.2
Cash on hand and at banks	20,486		21,611			
Trade notes (Including electronically recorded claims)	3,092		2,708			
Accounts receivable	1,945		2,108			
Securities	-		-			
Inventories	3,443		3,487			
Others	199		171			
Reserve bad debt	-0		0			
Fixed assets	8,390	22.3	9,091	23.2	700	8.4
Tangible fixed assets	7,153	19.0	7,778	19.8	625	8.7
Buildings and structures	2,207		2,860			
Machinery and equipment	289		233			
Land	4,447		4,447			
Construction in progress	1		-			
Others	207		236			
Intangible fixed asset	41	0.1	34	0.1	-7	-17.3
Investments and other assets	1,195	3.2	1,277	3.3	82	6.9
Investment securities	688		808			
Others	508		470			
Reserve bad debt	-1		-1			
Total assets	37,557	100.0	39,178	100.0	1,620	4.3

Current liabilities	3,418	9.1	3,318	8.5	-100	-2.9
Trade notes	772		766			
Accounts payable	813		818			
Accrued income taxes	1,048		1,022			
Others	783		711			
Long-term liabilities	438	1.2	447	1.1	9	2.1
Accrued pension and severance costs	149		152			
Directors' retirement allowances	170		180			
Others	117		114			
Total liabilities	3,857	10.3	3,765	9.6	-91	-2.4
Total shareholders' equity	33,447	89.0	35,065	89.5	1,618	4.8
Capital stock	1,925		1,925			
Capital reserves	2,637		2,637			
Retained earnings	33,786		35,404			
Treasury stock	-4,902		-4,902			
Valuation and translation adjustments	252	0.7	346	0.9	94	37.3
Net unrealized gains on investment securities	251		341			
Deferred hedging gains and losses	0		5			
Total net assets	33,700	89.7	35,412	90.4	1,712	5.1
Total liabilities and total net assets	37,557	100.0	39,178	100.0	1,620	4.3

FY	(¥ million,%)					
	First-half 17/8		First-half 18/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
Current assets	26,173	75.5	27,856	76.3	1,682	6.4
Cash on hand and at banks	16,766		18,425			
Trade notes (Including electronically recorded claims)	1,866		2,000			
Accounts receivable	3,074		3,181			
Securities	-		-			
Inventories	4,177		4,045			
Others	290		203			
Reserve bad debt	-1		0			
Fixed assets	8,498	24.5	8,668	23.7	170	2.0
Tangible fixed assets	7,252	20.9	7,360	20.1	108	1.5
Buildings and structures	2,270		2,178			
Machinery and equipment	320		261			
Land	4,447		4,447			
Construction in progress	-		274			
Others	213		198			
Intangible fixed asset	47	0.1	41	0.1	-6	-13.2
Investments and other assets	1,198	3.5	1,266	3.5	68	5.7
Investment securities	689		790			
Others	510		478			
Reserve bad debt	-1		-1			
Total assets	34,672	100.0	36,524	100.0	1,852	5.3

Current liabilities	2,744	7.9	2,890	7.9	145	5.3
Trade notes	936		910			
Accounts payable	806		846			
Accrued income taxes	579		653			
Others	421		480			
Long-term liabilities	431	1.3	438	1.2	7	1.8
Accrued pension and severance costs	152		149			
Directors' retirement allowances	163		174			
Others	115		114			
Total liabilities	3,175	9.2	3,329	9.1	153	4.8
Total shareholders' equity	31,239	90.1	32,878	90.0	1,638	5.2
Capital stock	1,925		1,925			
Capital reserves	2,637		2,637			
Retained earnings	31,578		33,217			
Treasury stock	-4,902		-4,902			
Valuation and translation adjustments	257	0.7	317	0.9	60	23.3
Net unrealized gains on investment securities	253		322			
Deferred hedging gains and losses	4		-4			
Total net assets	31,496	90.8	33,195	90.9	1,698	5.4
Total liabilities and total net assets	34,672	100.0	36,524	100.0	1,852	5.3

13.The Forecasts/Results of Net Sales (Consolidated)

[Forecast] (¥ million)

FY	14/8	15/8	16/8	17/8	18/8	19/8E
Full Year	16,000	16,700	16,500	17,000	17,500	17,600
First-half	6,530	6,950	6,850	7,140	7,350	7,463
Second-half	9,470	9,750	9,650	9,860	10,150	10,137

[Result] (¥ million)

Full Year	14/8	15/8	16/8	17/8	18/8	19/8E
First-half	6,775	6,840	6,938	7,149	7,419	
1Q	3,201	2,994	2,579	2,862	3,068	
2Q	3,574	3,845	4,358	4,286	4,350	
Second-half	9,438	9,310	9,599	9,867	9,725	
3Q	6,308	5,684	5,941	6,299	6,058	
4Q	3,130	3,626	3,657	3,568	3,667	

[To Forecast %] (%)

Full Year	14/8	15/8	16/8	17/8	18/8	19/8E
First-half	3.8	-1.6	1.3	0.1	0.9	
Second-half	-0.3	-4.5	-0.5	0.1	-4.2	

