



ANALYST GUIDE

First-half FY2019

April 2019



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

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1 Sales & Income

- Net Sales: **¥7,233 m**
- Operating Income: **¥1,797 m**

2 The Change of Business Environment

- Market Condition: Stable state continued.
- Production Condition
 - (Overseas) The processing costs increased.
 - (In Japan) The logistics costs increased.

3 Unusual Events in this term

- Establishing New Sewing Factory
- Abolishing Directors' retirement allowances
Introducing Restricted Stock-based Payment



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



I About “NAGAILEBEN”



1 Over 100 years 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

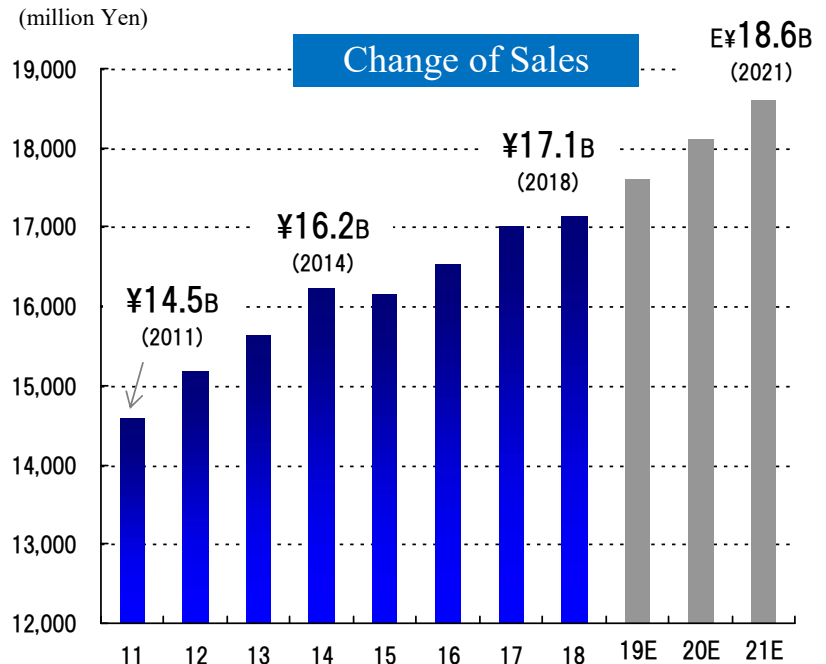
- The number of Nursing Staff and Care workers is increasing gently.

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

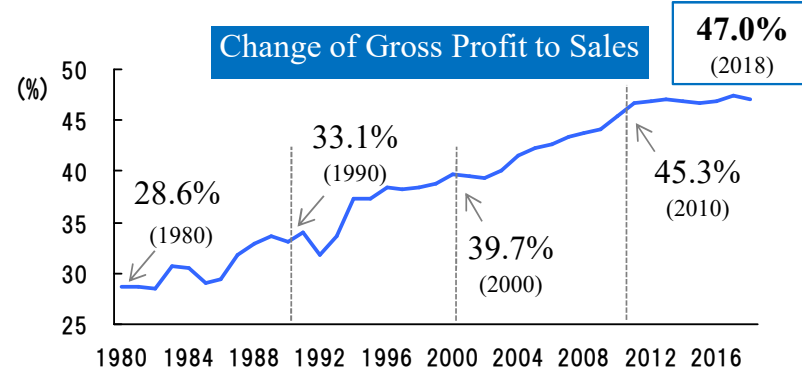
*3 Research of Long-Term Care Service , MHLW



3

Highly profitability Strong balance sheet

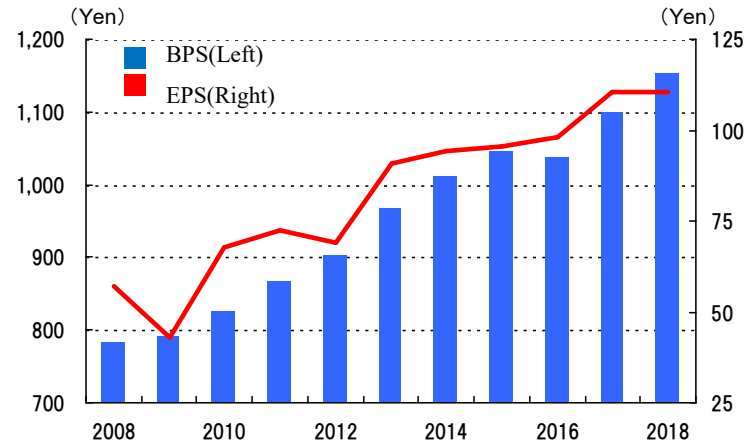
- Realization of high profitability with radical pursuit of efficiency
- Gross profit to sales **47.0%** (as of FY2018)
- Capital-to-asset ratio **89.9%**
- ROE **9.8%**



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.



Social Responsibility

Planting of Revival Cherry Trees

We have planted cherry trees to commemorate the 3.11's tsunami victims in Minami-sanriku, Tōhoku area, Japan, with voluntary local residents.



Support for Women

Women principal domains: Medical and Sewing

Products of Nagaiben are mainly for women, who work as a nursing staff or a care worker. At production sites of Nagaiben, many women staff has been engaged in sewing. Activities of Nagaiben 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 Market Environment



Market condition is unstable

- Drug Price will be decreased (effective Oct. 2019).
- Consumption tax rate will be raised (effective Oct. 2019).
- The number of Nursing Staff and Care workers is increasing gently.

Rising manufacturing cost

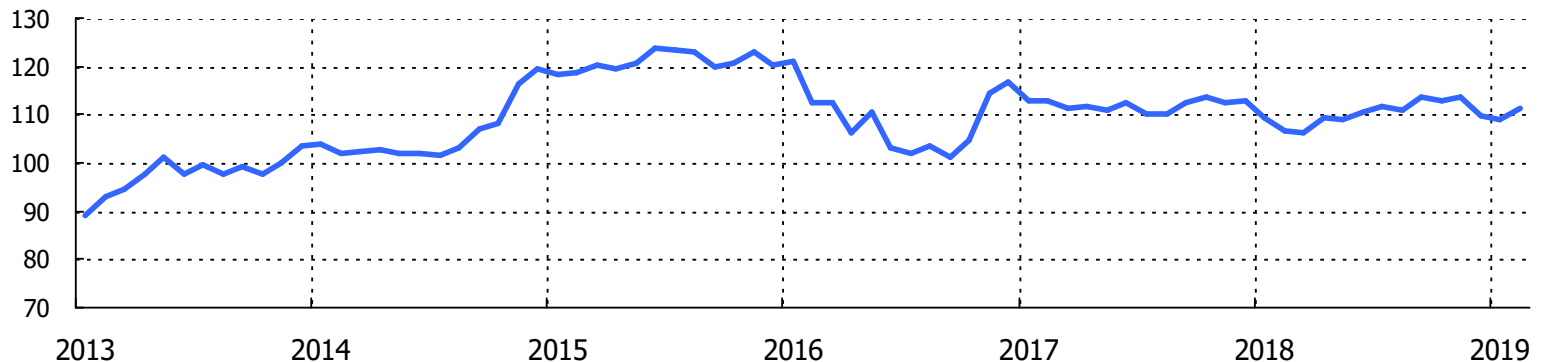
- Distribution cost are increasing, due to labor shortage.
- Labor costs are increasing(Japan and Overseas) -Material cost, such as dyestuffs, are increasing

Tumultuous the rate of exchange

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

As of Feb. 2019
¥111/dollar

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

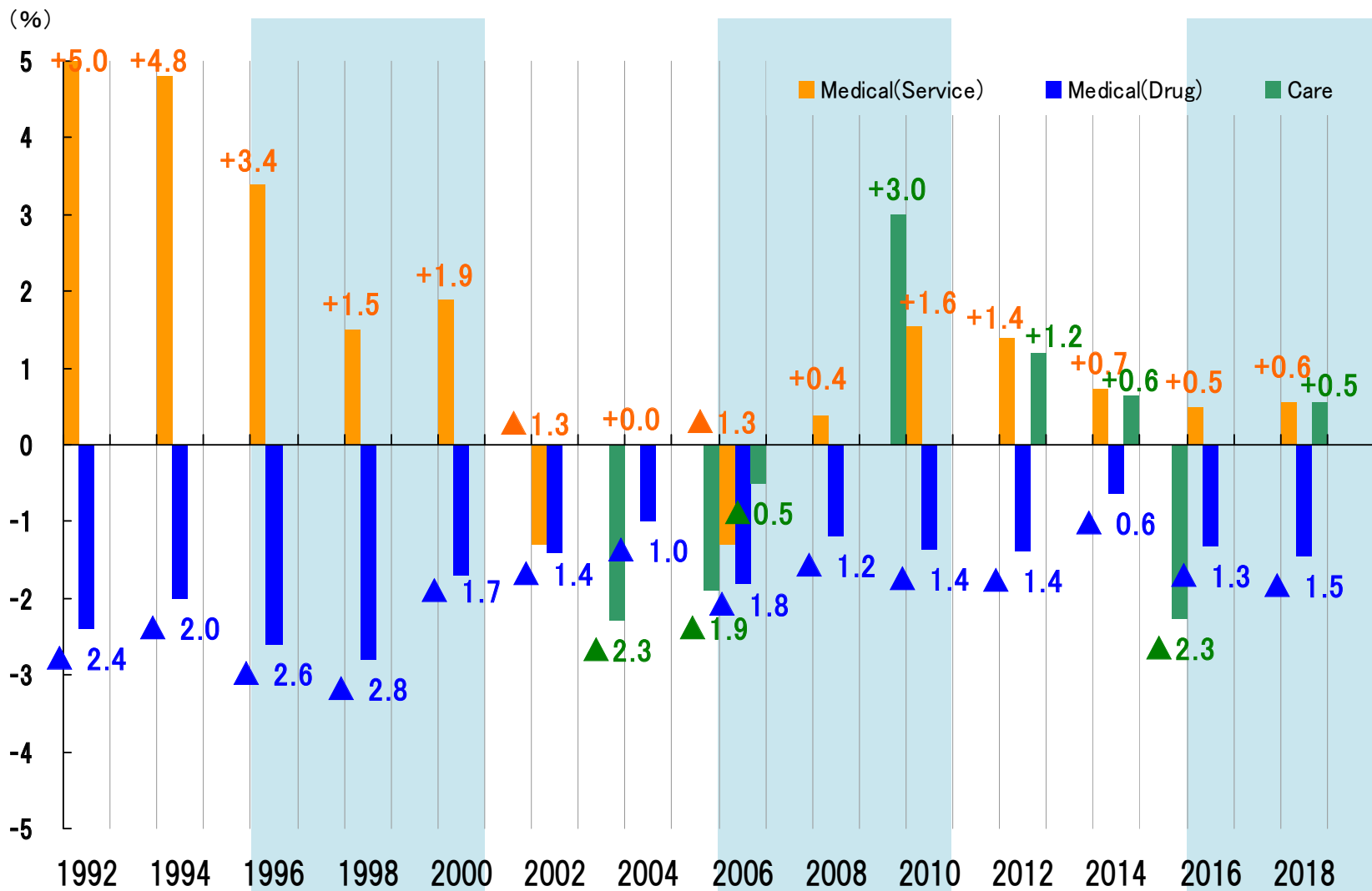


Changes and prospects for medical and care service systems



	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
'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 5th 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 6th 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%	7th plan of care insurance system (2018-2020) Medical Care Treatment Center	+0.54%
'19	Revising of medical treatment fees due to a hike in the consumption tax rate. Revising of Drug Price.		Revising of nursing care fees due to a hike in the consumption tax rate.	

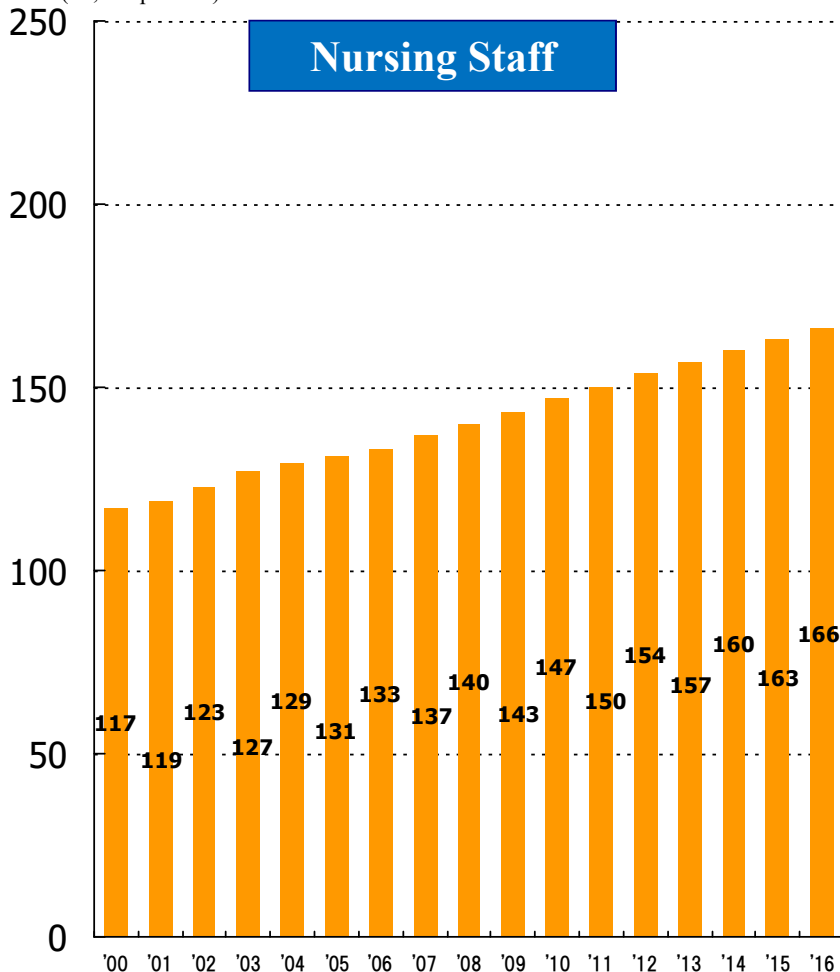
Revisions to medical treatment and care Service fees



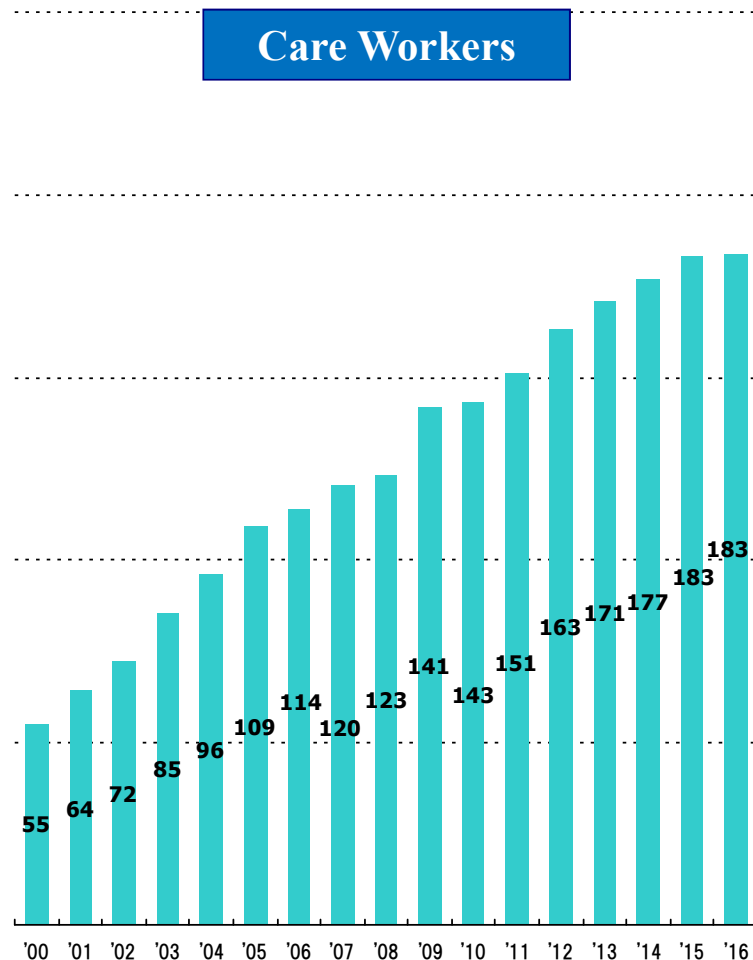
The number of Nursing Staff and Care workers



(10,000 persons)



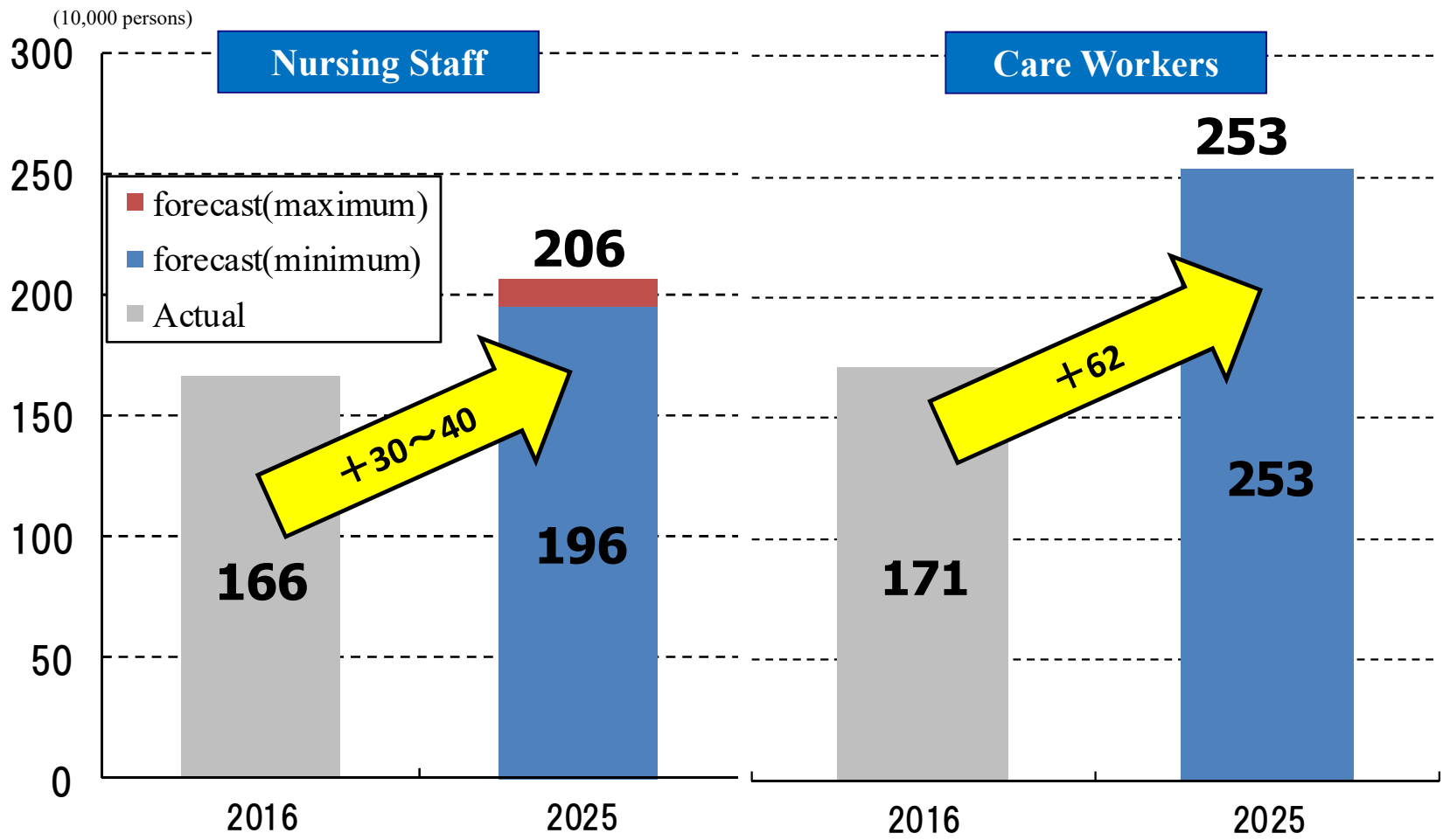
MHLW, Health Policy Bureau, Nursing Division



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"



II Financial Review of First-half FY2019 and 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
 - Introduce our business model into East Asia from Japan

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 overseas materials applying special tax measures for EPA and FTA
- Improvement of profitability by driving the strategy of higher quality and value-added products

Financial Review of First-half FY2019 and Forecast for FY2019

(millions of yen,%)	First-half FY2019		FY2019	
	(Results)	% Change	(Forecast)	% Change
Net sales	7,233	-2.5	17,600	+2.7
Gross profit	3,373	-2.8	8,210	+2.0
Sales, general, and administrative expenses	1,576	+7.7	2,968	+6.5
Operating income	1,797	-10.4	5,242	-0.4
Recurring income	1,835	-10.1	5,304	-0.6
Net income	1,263	-10.5	3,650	-0.7

First-half FY2019(Results)	FY2019(Forecast)
<p>[Overview]</p> <p>Sales in first-half of FY2019 decreased -2.5%. Sales in 2Q of FY2019 was on the track to recovery, by comparison with 1Q. Renewal contracts were less than the previous year. Sales in first-half of FY2018 was high-growth +3.8%.</p>	<p>[Overview]</p> <p>In second-half of FY2019, net sales will continue to become highest record. We will focus on the promotion of High-End products and High Value-Added products and catch renewal contracts and new contracts in Healthcare wear. Also, sales in Patient wear will to increase steadily by new efforts.</p>

Financial Review of First-half FY2019 and Forecast for FY2019

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First-half FY2019(Results)		FY2019(Forecast)
[Gross profit]		
Factor of Sales :	-¥87m	+¥212m
Factor of Production :	-¥10m	-¥52m
Gross profit to sales :	FY2018 46.8% → FY2019 46.6% (excluding special factors:47.0%)	FY2018 47.0% → FY2019 46.7% (excluding special factors:46.9%)
(Factor of Production resolution)		
-Boost of sewing cost :	-¥13m	-¥40m
-Foreign Exchange rate (yen/dollar):	FY2018 109.5→FY2019 107.4(+¥20m)	FY2018 109.6→FY2019 109(+¥11m)
-Overseas production ratio:	FY2018 48.5%→FY2019 49.2%(+¥13m)	FY2018 49.0%→FY2019 49.5%(+¥25m)
New Sewing Factory		
-Increase of depreciation:	-¥15m	-¥30m
-Occurrence of real estate acquisition tax:	-¥14m	-¥14m

Financial Review of First-half FY2019 and Forecast for FY2019



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First-half FY2019(Results)		FY2019(Forecast)
[Sales, general, and administrative expenses]		
-Rise in fares	+¥6m	+¥20m
-Reward for retirement, due to abolishing Directors' retirement allowances	+¥81m (excluding special factors: +2.1%)	+¥81m
[Capital expenditure]		
-Capital expenditure	¥176m (Manufacturing equipment:¥82m, Distribution equipment:¥29m, Buildings:¥28m, IT system:¥22m)	¥299m (Buildings:¥98m, Manufacturing equipment:¥97m, IT system:¥55m, Distribution equipment:¥47m)
-Depreciation	¥166m	¥340m



1 Establishing New Sewing Factory

Impact on Gross Profit

-Increase of depreciation(¥30m) *First-half:¥15m

-Occurrence of real estate acquisition tax(¥14m)

*Occurred in Feb. 2019. Only once in this term.

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

-Reward for retirement(¥81m), which was not reserved, recorded as extra expenses in SGA account. *Only once in this term

Estimated Results without Above Unusual Events

(millions of yen,%)	First-half FY2019	% Change	
Net sales	7,233	-2.5	
Gross profit	3,402	-2.0	Gross profit to sales FY2018 46.8%→FY2019 47.0%
Sales, general, and administrative expenses	1,495	+2.1	% Change +7.7%→+2.1%
Operating income	1,907	-4.9	

Financial Highlights <Balance Sheet>

Major assets

(¥ million %)

Title	Result	Change Result	Change%
Cash on hand at banks	21,759	+1,180	+5.7
Notes and accounts receivable (including electronically recorded claims)	5,008	-173	-3.4
Inventories	5,071	+62	+1.3
Current assets	31,981	+1,140	+3.7
Buildings and structures	2,869	+658	+29.8
Land	4,447	—	—
Investments and other assets	1,544	+13	+0.9
Fixed assets	9,477	+429	+4.8
Total assets	41,459	+1,570	+3.9

Major liabilities and shareholders' equity

(¥ million %)

Title	Result	Change Result	Change%
Notes and accounts payable	1,508	-87	-5.5
Accrued income taxes	628	-44	-6.7
Current liabilities	3,804	-63	-1.6
Capital reserves	37,939	+1,533	+4.2
Treasury stock	-4,896	+6	-0.1
Net assets	37,654	+1,633	+4.5
Total liabilities and net assets	41,459	+1,570	+3.9

[Major changes from the previous fiscal year]

Cash and cash equivalents **up ¥ 1,180 million**

- Cash flows from operating activities up ¥ 3,903 million
- Acquisition tangible and intangible down ¥ 734 million
- Dividend payout down ¥ 1,995 million

Fixed assets **up ¥ 429 million**

- Buildings and structures(Depreciation) up ¥ 658 million
 - Construction in progress down ¥258 million
- (New Factory: "Sewing Center")

Net assets **up ¥ 1,633 million**

- Net profit up ¥ 3,528 million
- Dividend payout down ¥ 1,994 million

Segments by Item

Healthcare wear



Patient wear



Shoes



Doctors' wear



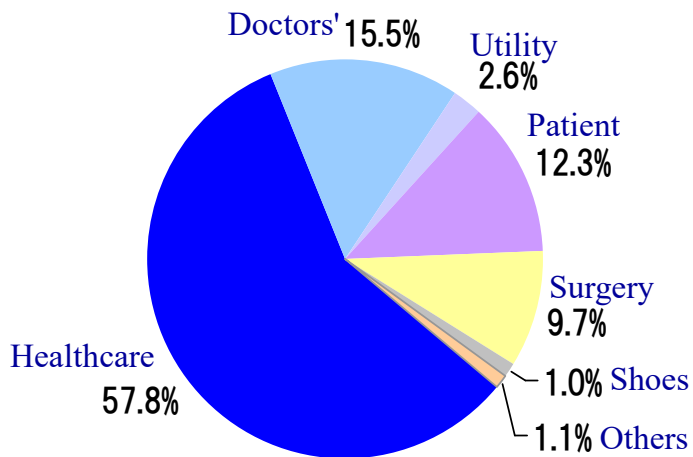
Utility wear



Surgery wear



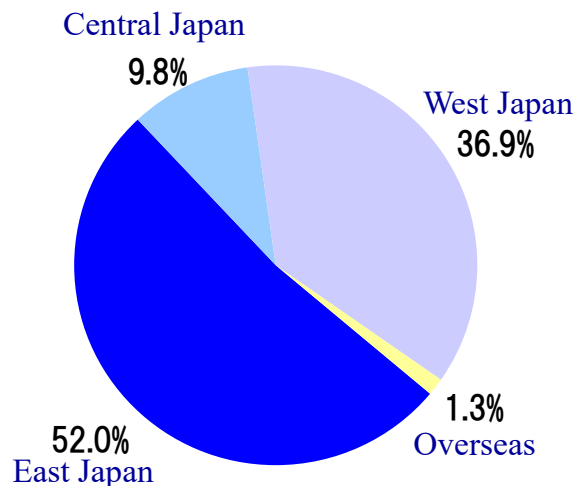
Sales by Item



Year-on-year change	FY2018		FY2019	
	First-half	Full	First-half	Full(E)
Total sales	+3.8%	+0.7%	-2.5%	+2.7%
Healthcare wear	+3.8%	+0.3%	-3.5%	+2.1%
Doctors' wear	+1.6%	-0.4%	-0.8%	+2.2%
Utility wear	-6.1%	-10.5%	-10.9%	-9.8%
Patient wear	+11.4%	+10.0%	+2.7%	+10.4%
Surgery wear	+2.6%	+0.6%	-1.7%	+3.5%
Shoes	-8.9%	-7.9%	-9.4%	-6.4%
Others	+2.4%	-4.7%	-11.7%	-4.5%

First-half FY2019(Results)		FY2019(Forecast)
[Healthcare wear]	Though High-End products was doing well, sales in this term declined because renewal contracts were less than the previous year.	Sales of Healthcare wear is expected to increase steadily. Renewal contracts will go up more than the previous year. New contracts will realize. We plan to promote High Value-Added products and sell High-End products steadily.
[Doctors' wear]	Though mass products struggled, sales in total kept the previous year.	Though Mass product is on downward trend, High-End products will lead sale to steadily increasing.
[Utility wear]	Changing unit of supply from individual to section. Transitioning to disposal products.	As the demand being down, the decline in sales of utility wear is expected to continue.
[Patient wear]	Though sales in 2Q increased +12%. Growth of sales in first-half of FY2019 settled down, due to decline of sales in 1Q.	The increase in sales of Patient wear is expected to continue 2 digits figure, because deals for new effort are in progress and they will realize in second-half of FY2019.
[Surgery wear]	Sales of COMPELPACK continued to grow, sales of other were hard fights.	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

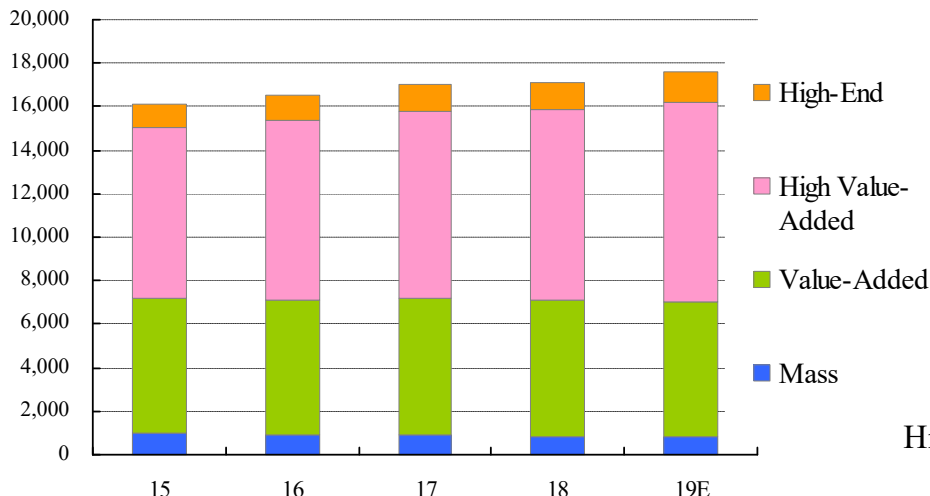


Year-on-year change	FY2018		FY2019	
	First-half	Full	First-half	Full(E)
Total sales	+3.8%	+0.7%	-2.5%	+2.7%
East Japan	+5.6%	+0.6%	-1.7%	+2.3%
Central Japan	+7.1%	+2.2%	-13.0%	+0.3%
West Japan	-0.5%	+0.0%	+0.3%	+3.8%
Overseas	+26.8%	+16.4%	-20.4%	+7.1%

First-half FY2019(Results)		FY2019(Forecast)
[East Japan]	Sales went below the previous. Sales in first-half of FY2018 was high-growth. Renewal contracts were less than the previous year. Growth of patient wear settled down.	Firm growth of sales is planned by catching renewal contracts and new contracts with higher quality and value-added products promotion. Sales in second-half of FY2018 went below the previous.
[Central Japan]	Market size was not large and there was the influence by the size of contracts. In this term, sales went below the previous, because renewal contracts in first-half of FY2019 were few.	Though sales in first-half of FY2019 was substantial decline, sales will be keep the previous. There will be renewal contracts will in second-half of FY2019.
[West Japan]	Sales condition was doing well. Catching renewal contracts and new contracts were postponed to second-half of FY2019.	Steady growth of sales is expected by catching postponed contracts and executing new effort in patient wear.
[Overseas]	Sales in first-half of FY2019 went below the previous. There were large contracts in FY2018.	Sales is expected to increase as introducing our business model into East Asia from Japan

Sales by Product

(¥ million)



*Categories changed

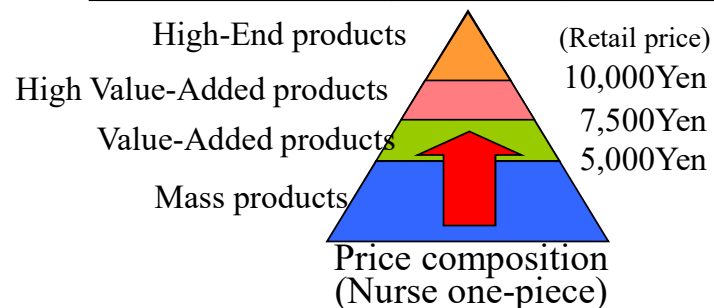
“DC brand products” and “High Functional products” : Classification

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%	+7.9%
High Value-Added products	+1.7%	+4.7%
Value-Added products	▲ 1.4%	+0.1%
Mass products	▲ 1.0%	▲ 7.0%



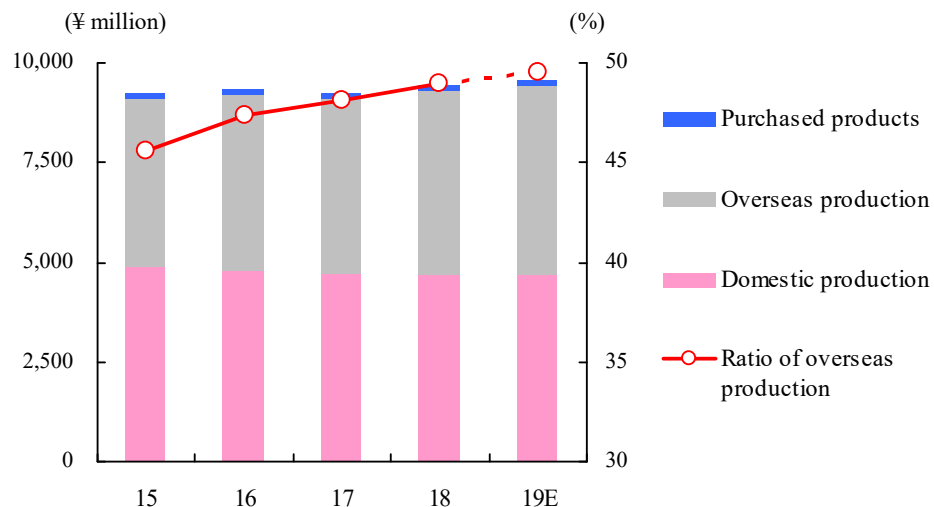
[High-End products] House brand products, such as 4D, Beads Berry, are good sales for small order customers.

[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%	49.1%
Overseas production	49.0%	49.5%
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



IV 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

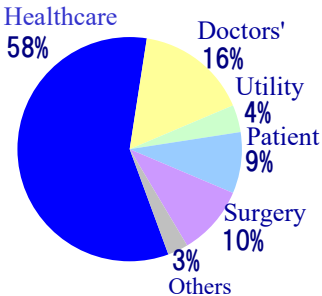
- Driving the strategy of Higher Quality and Value-Added products.
- The shift to Overseas Production.
- The minimization of Exchange Risk

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

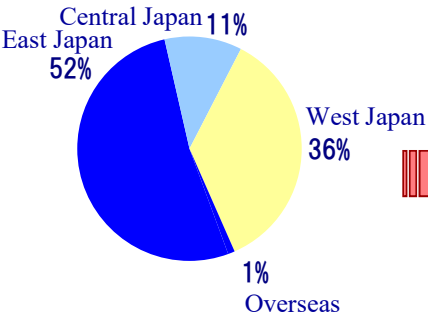
FY2015
(3 terms ago)

net sales ¥16,150 million

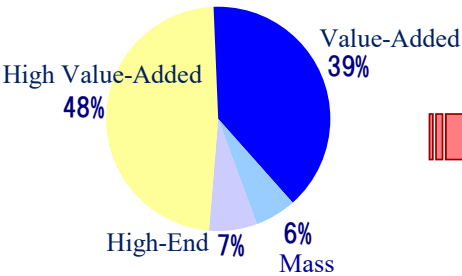
Item



Region

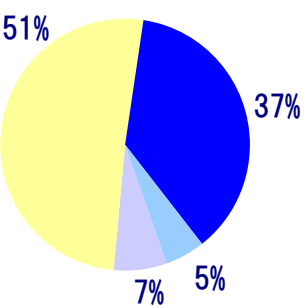
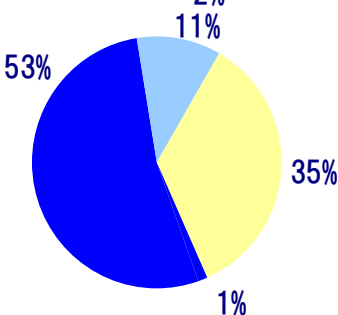
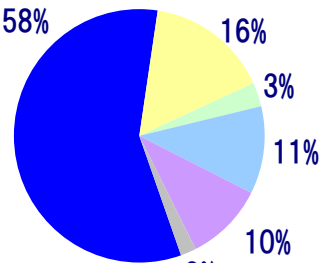


Products



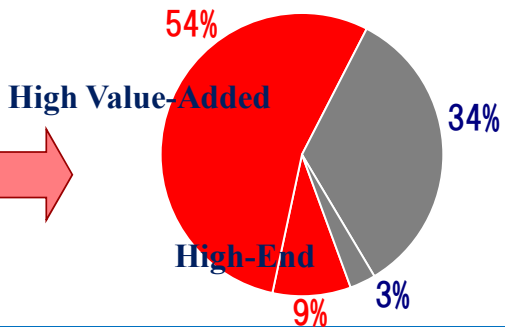
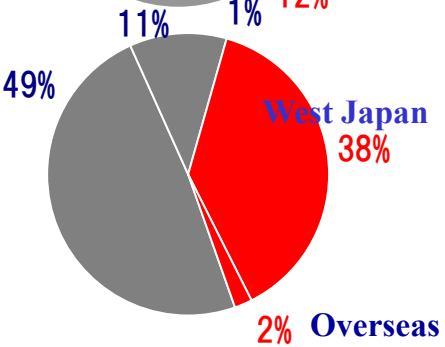
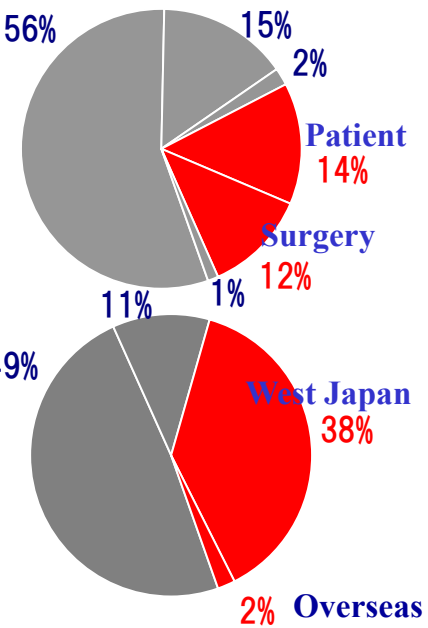
FY2018
(Previous term)

¥17,144 million

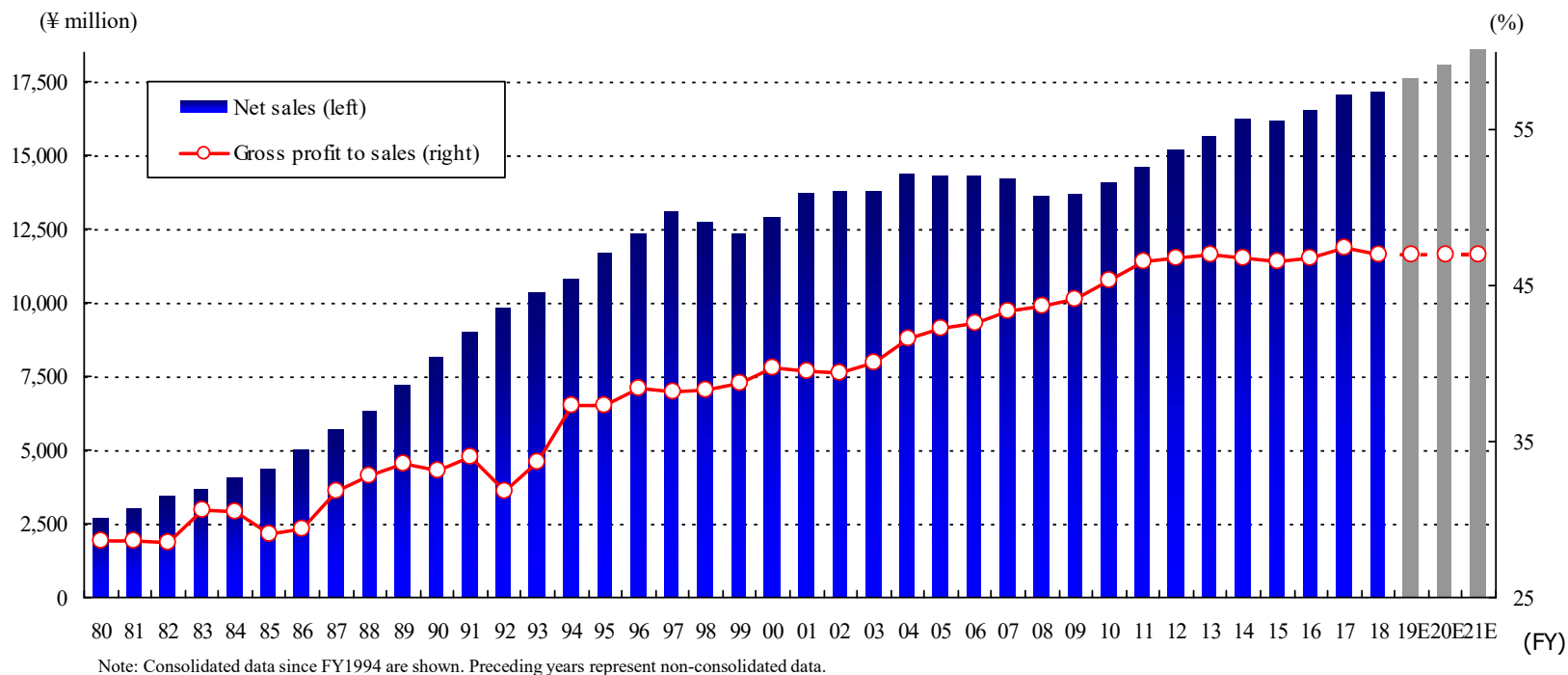


FY2021E
(3 terms later)

¥18,600 million



Trend of Business Records



(¥ million)

FY2021E	
Net Sales	18,600
Operating Income	5,600



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」

V 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%

Share buyback

- Acquire expeditiously when our share is undervalued

Introducing Restricted Stock-based Payment

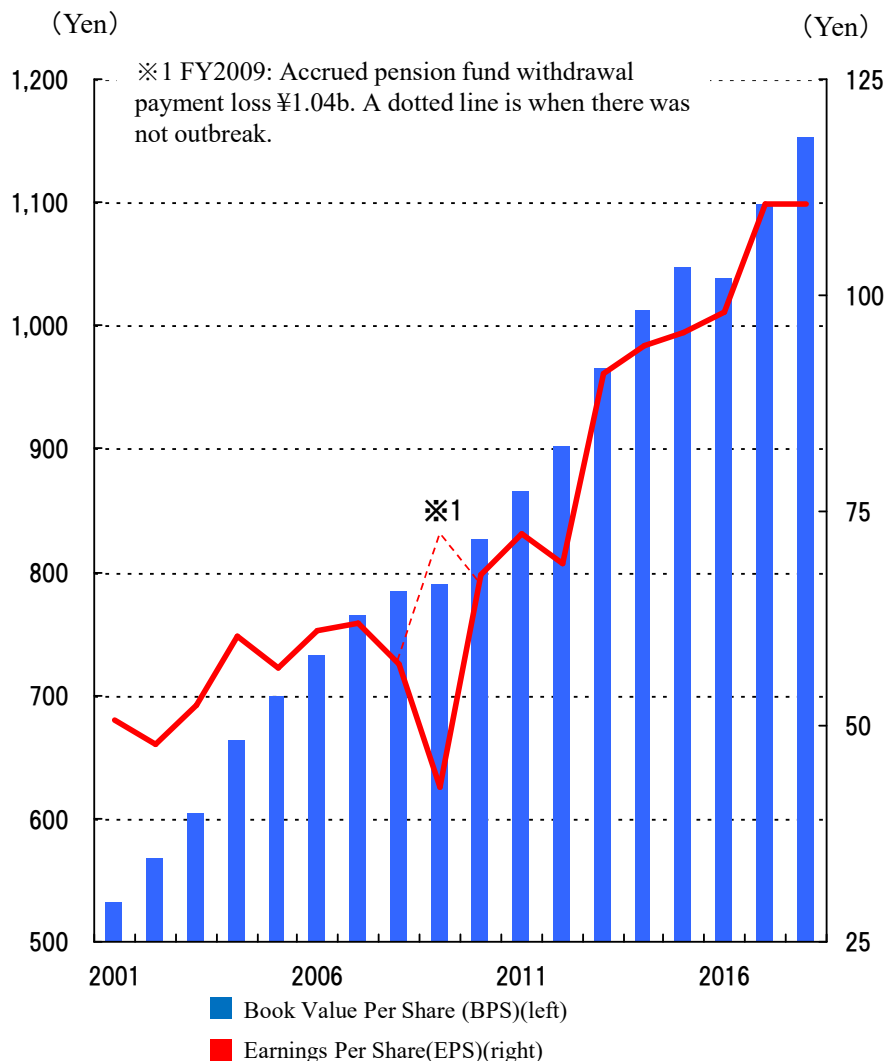
- To realize sustained growth of stock price and corporate value, management members share merit and risk of stock price fluctuation with shareholders.

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	60.0

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



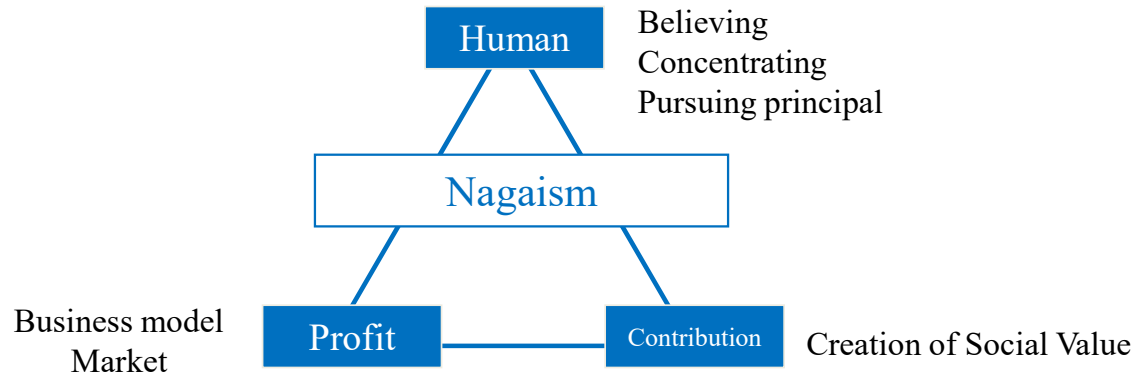
Actual Dividends Paid



	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	2004/2/24 Stock split 2-for-1
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	2011/8/29 Stock split 2-for-1
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	Include 100th anniversary commemorative 50yen
FY2016	1,662	0	52.5	52.5	
FY2017	1,994	0	55.2	55.2	
FY2018	1,994	0	55.2	55.2	
FY2019E	1,994	0	55.3	55.3	



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

First-half FY2019



(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

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

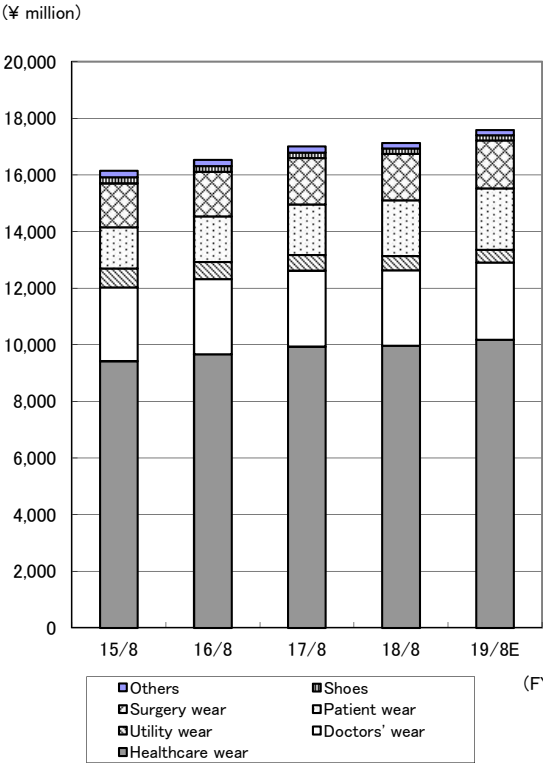
Composition

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

(¥ million)	
First-half 18/8	First-half 19/8
7,419	7,233
4,265	4,116
1,092	1,084
227	202
969	995
698	687
67	61
97	86

(%)	
3.8	-2.5
3.8	-3.5
1.6	-0.8
-6.1	-10.9
11.4	2.7
2.6	-1.7
-8.9	-9.4
2.4	-11.7

(%)	
100.0	100.0
57.5	56.9
14.7	15.0
3.1	2.8
13.1	13.8
9.4	9.5
0.9	0.8
1.3	1.2



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	1,370
High Value-Added products	7,841	8,336	8,612	8,759	9,170
Value-Added products	6,252	6,199	6,343	6,255	6,260
Mass products	960	896	869	860	800

Change over previous year

Sales	-0.4	2.4	2.9	0.7	2.7
High-End products	-1.0	0.9	7.9	6.5	7.9
High Value-Added products	2.8	6.3	3.3	1.7	4.7
Value-Added products	-3.2	-0.9	2.3	-1.4	0.1
Mass products	-5.6	-6.6	-3.1	-1.0	-7.0

Composition

Sales	100.0	100.0	100.0	100.0	100.0
High-End products	6.8	6.7	7.0	7.4	7.8
High Value-Added products	48.6	50.4	50.6	51.1	52.1
Value-Added products	38.7	37.5	37.3	36.5	35.6
Mass products	5.9	5.4	5.1	5.0	4.5

*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	

(¥ million)

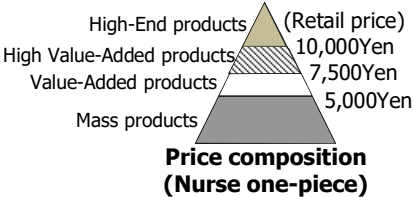
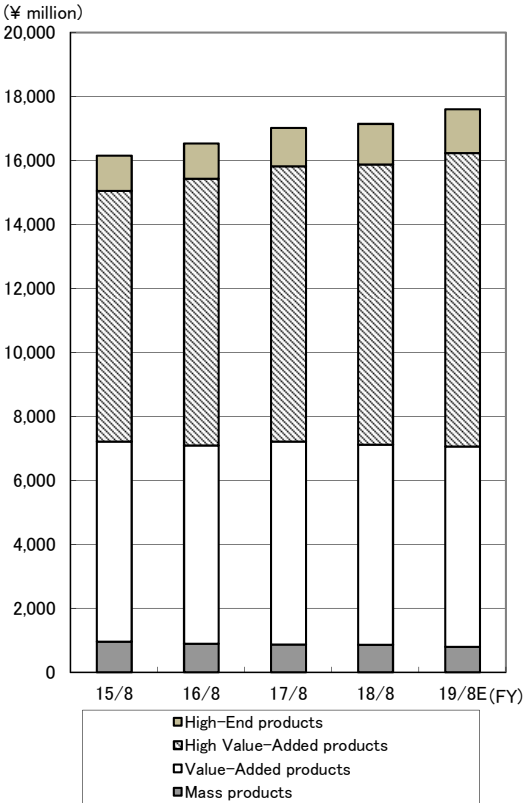
First-half 18/8	First-half 19/8
7,419	7,233
523	540
3,864	3,859
2,671	2,497
359	336

(%)

3.8	-2.5
11.4	3.2
6.6	-0.1
-1.6	-6.5
6.1	-6.4

(%)

100.0	100.0
7.1	7.5
52.1	53.4
36.0	34.5
4.8	4.6



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	9,270
Central Japan	1,774	1,717	1,756	1,795	1,800
West Japan	5,842	6,080	6,068	6,069	6,300
Overseas	176	200	184	214	230

(¥ million)

First-half 18/8	First-half 19/8
7,419	7,233
3,829	3,764
811	705
2,659	2,668
119	94

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	2.3
Central Japan	1.7	-3.2	2.3	2.2	0.3
West Japan	0.0	4.1	-0.2	0.0	3.8
Overseas	5.4	14.1	-8.2	16.4	7.1

(%)

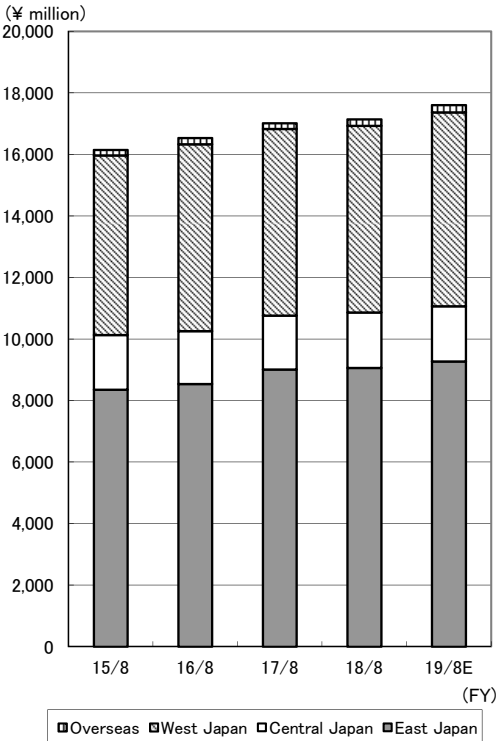
3.8	-2.5
5.6	-1.7
7.1	-13.0
-0.5	0.3
26.8	-20.4

Composition

Sales	100.0	100.0	100.0	100.0	100.0
East Japan	51.7	51.6	52.9	52.9	52.7
Central Japan	11.0	10.4	10.3	10.5	10.2
West Japan	36.2	36.8	35.7	35.4	35.8
Overseas	1.1	1.2	1.1	1.2	1.3

(%)

100.0	100.0
51.6	52.0
10.9	9.8
35.8	36.9
1.6	1.3



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

FY	15/8	16/8	17/8	18/8	19/8E
Domestic production	4,901	4,771	4,676	4,678	4,703
Overseas production	4,215	4,419	4,447	4,625	4,737
Purchased products	136	133	123	136	130
Total	9,252	9,323	9,246	9,439	9,570

Change over previous year

Domestic production	-3.2	-2.7	-2.0	0.0	0.5
Overseas production	4.9	4.8	0.6	4.0	2.4
Purchased products	-43.8	-2.2	-7.5	10.6	-4.4
Total	-0.7	0.8	-0.8	2.1	1.4

Composition

Domestic production	53.0	51.2	50.6	49.6	49.1
Overseas production	45.6	47.4	48.1	49.0	49.5
Purchased products	1.5	1.4	1.3	1.4	1.4
Total	100.0	100.0	100.0	100.0	100.0

(¥ million)

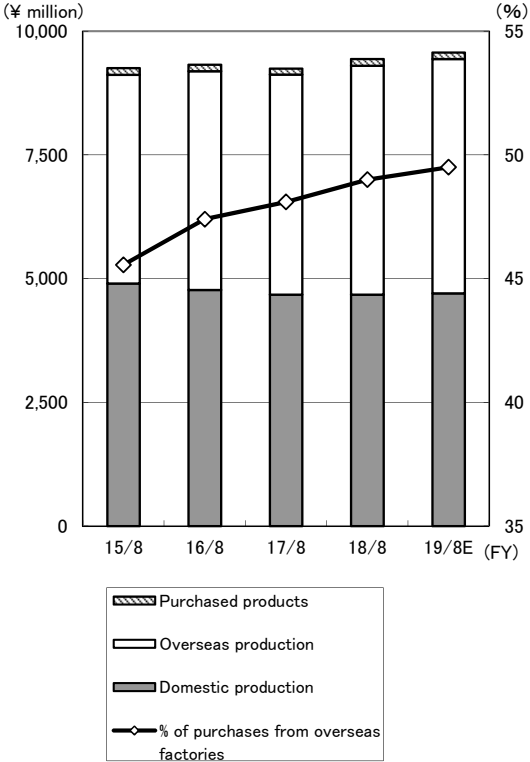
First-half 18/8	First-half 19/8
2,356	2,333
2,273	2,308
57	52
4,686	4,693

(%)

-1.0	-1.0
4.9	1.5
-9.5	-8.8
1.7	0.1

(%)

50.3	49.7
48.5	49.2
1.2	1.1
100.0	100.0



5. Statements of Income (Consolidated)

						(¥ million)	
FY	15/8	16/8	17/8	18/8	19/8E	First-half 18/8	First-half 19/8
Net Sales	16,150	16,537	17,017	17,144	17,600	7,419	7,233
Gross profit	7,532	7,735	8,086	8,050	8,210	3,469	3,373
Sales, general, and administrative expense	2,719	2,784	2,843	2,786	2,968	1,463	1,576
Operating income	4,813	4,950	5,242	5,264	5,242	2,006	1,797
Recurring income	5,088	4,937	5,340	5,338	5,304	2,042	1,835
Net income	3,225	3,262	3,673	3,675	3,650	1,411	1,263

Change over previous year						(%)	
Net Sales	-0.4	2.4	2.9	0.7	2.7	3.8	-2.5
Gross profit	-0.7	2.7	4.5	-0.4	2.0	1.9	-2.8
Sales, general, and administrative expense	2.1	2.4	2.1	-2.0	6.5	-0.6	7.7
Operating income	-2.2	2.9	5.9	0.4	-0.4	3.8	-10.4
Recurring income	-1.0	-3.0	8.2	0.0	-0.6	1.7	-10.1
Net income	0.1	1.1	12.6	0.1	-0.7	2.2	-10.5

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	46.8	46.6
Sales, general, and administrative expense	16.8	16.9	16.7	16.3	16.9	19.8	21.8
Operating income	29.8	29.9	30.8	30.7	29.8	27.0	24.8
Recurring income	31.5	29.9	31.4	31.1	30.1	27.5	25.4
Net income	20.0	19.7	21.6	21.4	20.7	19.0	17.5

6. Statements of Income (Non-Consolidated)

(¥ million)

FY	15/8	16/8	17/8	18/8	19/8E
Net Sales	16,141	16,535	17,013	17,140	17,600
Gross profit	7,218	7,416	7,826	7,835	8,012
Sales, general, and administrative expenses	2,718	2,775	2,831	2,779	2,957
Operating income	4,500	4,641	4,995	5,055	5,055
Recurring income	4,883	4,734	5,197	5,213	5,194
Net income	3,137	3,167	3,612	3,612	3,601

First-half 18/8	First-half 19/8
7,413	7,230
3,377	3,299
1,455	1,558
1,922	1,740
2,038	1,842
1,425	1,291

Change over previous year

(%)

Net Sales	-0.4	2.4	2.9	0.7	2.7
Gross profit	-0.7	2.7	5.5	0.1	2.3
Sales, general, and administrative expenses	2.1	2.1	2.0	-1.8	6.4
Operating income	-2.3	3.1	7.6	1.2	0.0
Recurring income	-1.1	-3.1	9.8	0.3	-0.4
Net income	-0.3	0.9	14.1	0.0	-0.3

3.7	-2.5
3.2	-2.3
-0.0	7.1
5.8	-9.4
2.1	-9.6
1.5	-9.4

Composition

(%)

Net Sales	100.0	100.0	100.0	100.0	100.0
Gross profit	44.7	44.9	46.0	45.7	45.5
Sales, general, and administrative expenses	16.8	16.8	16.6	16.2	16.8
Operating income	27.9	28.1	29.4	29.5	28.7
Recurring income	30.3	28.6	30.6	30.4	29.5
Net income	19.4	19.2	21.2	21.1	20.5

100.0	100.0
45.6	45.6
19.7	21.5
25.9	24.1
27.5	25.5
19.2	17.9

7. Indices (Consolidated)

		(Unit)	14/8	15/8	16/8	17/8	18/8	First-half 18/8	First-half 19/8
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 <small>*Note3</small>	(%)	804.7	870.7	889.4	899.5	966.1	-	-
	Fixed Assets Ratio <small>*Note3</small>	(%)	30.4	27.5	27.9	26.3	24.3	-	-
	Fixed Assets Ratio to Total of Shareholders' Equity and Long-term Liabilities <small>*Note3</small>	(%)	29.8	26.8	27.1	25.6	23.6	-	-
	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	1,083.5	1,132.4
	EPS	(¥)	94.1	95.6	98.1	110.5	110.6	42.4	38.0
	DPS	(¥)	-	-	-	-	-	-	-
	Payout ratio	(%)	53.1	104.6	51.0	54.3	54.3	-	-
Others	Capital expenditure	(¥ million)	801	161	190	92	904	348	176
	Depreciation	(¥ million)	335	360	331	311	289	141	166
	Number of employees	(Persons)	501	497	499	498	506	500	513
	Proportion of female employees	(%)	67.7	67.2	66.5	66.9	65.6	66.2	65.7
	Personnel expense	(¥ million)	2,305	2,305	2,328	2,361	2,381	1,199	1,283

(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.

(Note3) Reevaluation with transitioned financial statements, due to section changed of Deferred Tax Asset from FY2019

8. Indices (Non-Consolidated)

		(Unit)	14/8	15/8	16/8	17/8	18/8	First-half 18/8	First-half 19/8
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 AssetsTurnover	(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 <small>*Note3</small>	(%)	732.8	791.1	819.0	826.0	877.2	-	-
	Fixed Assets Ratio <small>*Note3</small>	(%)	32.2	28.9	29.4	27.6	25.5	-	-
	Fixed Assets Ratio to Total of Shareholders' Equity and Long-term Liabilities <small>*Note3</small>	(%)	31.8	28.6	29.0	27.3	25.2	-	-
	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	998.5	1,044.8
	EPS	(¥)	91.9	93.0	95.3	108.7	108.7	42.9	38.8
	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	329	82
	Depreciation	(¥ million)	295	327	293	265	248	122	137
	Number of employees	(Persons)	112	113	115	113	117	116	117
	Proportion of female employees	(%)	25.9	25.7	26.1	27.4	28.2	28.4	28.2
	Personnel expense	(¥ million)	1,051	1,101	1,141	1,155	1,167	590	681

(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.

(Note3) Reevaluation with transitioned financial statements, due to section changed of Deferred Tax Asset from FY2019

9. Statements of Income (Consolidated)

FY	(¥ million,%)					
	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 expenses	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

	(¥ million,%)					
	First-half 18/8		First-half 19/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
	7,419	100.0	7,233	100.0	-185	-2.5
	3,949	53.2	3,860	53.4	-88	-2.3
	3,469	46.8	3,373	46.6	-96	-2.8
	1,463	19.8	1,576	21.8	112	7.7
	104		110			
	237		229			
	685		777			
	60		68			
	97		98			
	2,006	27.0	1,797	24.8	-209	-10.4
	55	0.7	57	0.8	1	3.3
	1		1			
	40		41			
	13		13			
	18	0.2	18	0.2	0	-0.9
	17		16			
	1		1			
	2,042	27.5	1,835	25.4	-207	-10.1
	0	0.0	1	0.0	1	528.3
	0	0.0	3	0.0	3	1,813.8
	2,043	27.5	1,833	25.4	-209	-10.3
	650		605			
	-18		-34			
	1,411	19.0	1,263	17.5	-147	-10.5

10. Statements of Income (Non-Consolidated)

FY	(¥ million,%)					
	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 18/8		First-half 19/8		Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %
	7,413	100.0	7,230	100.0	-183	-2.5
	4,036	54.4	3,931	54.4	-104	-2.6
	3,377	45.6	3,299	45.6	-78	-2.3
	1,455	19.7	1,558	21.5	102	7.1
	208		208			
	236		228			
	590		681			
	60		68			
	95		96			
	1,922	25.9	1,740	24.1	-181	-9.4
	152	2.1	167	2.3	15	9.9
	1		1			
	75		71			
	74		94			
	0		0			
	36	0.5	65	0.9	29	80.2
	34		62			
	1		2			
	2,038	27.5	1,842	25.5	-195	-9.6
	0	0.0	0	0.0	0	108.7
	0	0.0	3	0.0	3	1,666.5
	2,038	27.5	1,840	25.5	-198	-9.7
	630		593			
	-17		-44			
	1,425	19.2	1,291	17.9	-134	-9.4

11. Balance Sheet (Consolidated)

(¥ million,%)							(¥ million,%)					
FY	17/8		18/8		Change(the previous year)		Result	Composition	Result	Composition	Change(the previous year)	
	Result	Composition	Result	Composition	Result	Change %					Result	Change %
Current assets	32,205	78.6	33,220	77.9	1,015	3.2					1,140	3.7
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	93		88									
Reserve bad debt	-0		0									
Fixed assets	8,745	21.4	9,422	22.1	676	7.7					429	4.8
Tangible fixed assets	7,256	17.7	7,880	18.5	623	8.6					428	5.7
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					-13	-25.4
Investments and other assets	1,434	3.5	1,497	3.5	62	4.4					13	0.9
Investment securities	688		808									
Others	747		689									
Reserve bad debt	-1		-1									
Total assets	40,951	100.0	42,643	100.0	1,691	4.1					1,570	3.9
*Financial statements transited , due to section changed of Deferred Tax Asset from FY2019												
Current liabilities	3,426	8.4	3,346	7.9	-79	-2.3					-138	-4.8
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					74	7.8
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					-63	-1.6
Total shareholders' equity	36,370	88.8	38,051	89.2	1,681	4.6					1,550	4.3
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					83	35.6
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					1,633	4.5
Total liabilities and total net assets	40,951	100.0	42,643	100.0	1,691	4.1					1,570	3.9

12. Balance Sheet(Non-Consolidated)

FY	17/8		18/8		(¥ million,%)	
	Result	Composition	Result	Composition	Change(the previous year)	Change %
Current assets	29,088	77.5	30,010	76.6	922	3.2
Cash on hand and at banks	20,486		21,611			
Trade notes	3,092		2,708			
(including electronically recorded claims)						
Accounts receivable	1,945		2,108			
Securities	-		-			
Inventories	3,443		3,487			
Others	121		95			
Reserve bad debt	- 0		0			
Fixed assets	8,468	22.5	9,167	23.4	698	8.3
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	1,272	3.4	1,353	3.5	80	6.4
Investment securities	688		808			
Others	586		546			
Reserve bad debt	- 1		-1			
Total assets	37,557	100.0	39,178	100.0	1,620	4.3

*Financial statements transited , due to section changed of Deferred Tax Asset from FY2019

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	First-half 18/8		First-half 19/8		(¥ million,%)	
	Result	Composition	Result	Composition	Change(the previous year)	Change %
Current assets	27,758	76.0	28,962	76.0	1,204	4.3
Cash on hand and at banks	18,425		19,597			
Trade notes	2,000		1,869			
Accounts receivable	3,181		3,138			
Securities	-		-			
Inventories	4,045		4,188			
Others	105		168			
Reserve bad debt	0		0			
Fixed assets	8,766	24.0	9,169	24.0	403	4.6
Tangible fixed assets	7,360	20.2	7,727	20.2	366	5.0
Buildings and structures	2,178		2,800			
Machinery and equipment	261		222			
Land	4,447		4,447			
Construction in progress	274		15			
Others	198		240			
Intangible fixed asset	41	0.1	29	0.1	-12	-29.1
Investments and other assets	1,364	3.7	1,413	3.7	49	3.6
Investment securities	790		836			
Others	575		580			
Reserve bad debt	-1		-3			
Total assets	36,524	100.0	38,132	100.0	1,607	4.4

Current liabilities	2,890	7.9	2,856	7.5	-33	-1.2
Trade notes	910		880			
Accounts payable	846		853			
Accrued income taxes	653		616			
Others	480		506			
Long-term liabilities	438	1.2	532	1.4	93	21.2
Accrued pension and severance costs	149		153			
Directors' retirement allowances	174		-			
Others	114		378			
Total liabilities	3,329	9.1	3,388	8.9	59	1.8
Total shareholders' equity	32,878	90.0	34,378	90.1	1,500	4.6
Capital stock	1,925		1,925			
Capital reserves	2,637		2,648			
Retained earnings	33,217		34,701			
Treasury stock	-4,902		-4,896			
Valuation and translation adjustments	317	0.9	364	1.0	47	15.0
Net unrealized gains on investment securities	322		360			
Deferred hedging gains and losses	-4		4			
Total net assets	33,195	90.9	34,743	91.1	1,548	4.7
Total liabilities and total net assets	36,524	100.0	38,132	100.0	1,607	4.4

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

[Forecast]

	14/8	15/8	16/8	17/8	18/8	19/8E
FY	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]

	14/8	15/8	16/8	17/8	18/8	
Full Year	16,214	16,150	16,537	17,017	17,144	
First-half	6,775	6,840	6,938	7,149	7,419	7,233
1Q	3,201	2,994	2,579	2,862	3,068	2,910
2Q	3,574	3,845	4,358	4,286	4,350	4,323
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 %]

	14/8	15/8	16/8	17/8	18/8	
Full Year	1.3	-3.3	0.2	0.1	-2.0	
First-half	3.8	-1.6	1.3	0.1	0.9	-3.1
Second-half	-0.3	-4.5	-0.5	0.1	-4.2	

