



First 2 Quarters of Fiscal 2017

Supplementary Materials

HOGY MEDICAL Co., Ltd.

October 17, 2017

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(Notes Concerning Forward-Looking Statements)

Projections throughout these materials are provided as a reference for investors. They are based on estimates and forecasts, and shall not be regarded as pledges or guarantees. They shall be used on the full acknowledgment that actual results may naturally differ from projections.

Fiscal 2017 Statements of Income (First 2 Quarters Results; Consolidated)

First Quarter

¥ millions, rounded down

	June 2017 1st Quarter Results		June 2016 1st Quarter Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	9,159	100.0	9,055	100.0	104	101.2
Cost of Sales	5,452	59.5	4,805	53.1	646	113.5
Gross profit	3,707	40.5	4,249	46.9	△ 542	87.2
SG&A expenses	2,193	23.9	2,166	23.9	27	101.3
Operating income	1,514	16.5	2,083	23.0	△ 569	72.7
Other income	44		53		△ 8	
Other expenses	53		71		△ 18	
Ordinary income	1,505	16.4	2,065	22.8	△ 560	72.9
Extraordinary income	2,222		-		2,222	
Extraordinary expenses	20		0		19	
Income before income taxes and minority interests	3,707	40.5	2,065	22.8	1,642	179.5
Corporation tax, etc.	1,100		636		464	
(Tax burden)	29.7%		30.8%			
Minority interests	0		0		△0	
Net income	2,606	28.5	1,428	15.8	1,178	182.5
EPS (total shares)	¥159.53		¥87.43			
EPS (minus treasury shares)	¥166.55		¥90.84			
Number of shares outstanding	16,341,155		16,341,155			
Weighted-average number of shares outstanding (after deducting treasury shares)	15,652,006		15,728,388			

Second Quarter

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	9,267	100.0	9,254	100.0	13	100.1
Cost of Sales	5,720	61.7	5,030	54.4	690	113.7
Gross profit	3,547	38.3	4,224	45.6	△ 677	84.0
SG&A expenses	2,231	24.1	2,218	24.0	13	100.6
Operating income	1,315	14.2	2,005	21.7	△ 690	65.6
Other income	58		62		△ 3	
Other expenses	4		126		△ 122	
Ordinary income	1,369	14.8	1,941	21.0	△ 571	70.6
Extraordinary income	1		-		1	
Extraordinary expenses	0		0		△0	
Income before income taxes and minority interests	1,371	14.8	1,940	21.0	△ 569	70.7
Corporation tax, etc.	392		683		△ 291	
(Tax burden)	28.6%		35.2%			
Minority interests	0		0		0	
Net income	979	10.6	1,257	13.6	△ 277	77.9

First Half

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison		Sept. 2017 Interim Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	18,427	100.0	18,310	100.0	117	100.6	18,960	100.0	△ 532	97.2
Cost of Sales	11,173	60.6	9,836	53.7	1,337	113.6	11,680	61.6	△ 506	95.7
Gross profit	7,254	39.4	8,474	46.3	△ 1,219	85.6	7,280	38.4	△ 25	99.6
SG&A expenses	4,425	24.0	4,384	23.9	40	100.9	4,840	25.5	△ 414	91.4
Operating income	2,829	15.4	4,089	22.3	△ 1,259	69.2	2,440	12.9	389	116.0
Other income	103		115		△ 12		90		13	
Other expenses	57		198		△ 140		-		57	
Ordinary income	2,875	15.6	4,006	21.9	△ 1,131	71.8	2,530	13.3	345	113.6
Extraordinary income	2,224		-		2,224		2,000		224	
Extraordinary expenses	20		1		19		-		20	
Income before income taxes and minority interests	5,078	27.6	4,005	21.9	1,072	126.8	4,530	23.9	548	112.1
Corporation tax, etc.	1,492		1,319		172		1,350		142	
(Tax burden)	29.4%		32.9%				29.8%			
Minority interests	0		0		0		-		0	
Net income	3,586	19.5	2,685	14.7	900	133.5	3,180	16.8	406	112.8
EPS (total shares)	¥219.45		¥164.36				¥194.60			
EPS (minus treasury shares)	¥229.09		¥170.99				¥203.15			
Number of shares outstanding	16,341,155		16,341,155				16,341,155			
Weighted-average number of shares outstanding (after deducting treasury shares)	15,653,815		15,708,272				15,653,815			

Fiscal 2017 Statements of Income (Full-year revised plan; Consolidated)

First Half

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison		Sept. 2017 Interim Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	18,427	100.0	18,310	100.0	117	100.6	18,960	100.0	△ 532	97.2
Cost of Sales	11,173	60.6	9,836	53.7	1,337	113.6	11,680	61.6	△ 506	95.7
Gross profit	7,254	39.4	8,474	46.3	△ 1,219	85.6	7,280	38.4	△ 25	99.6
SG&A expenses	4,425	24.0	4,384	23.9	40	100.9	4,840	25.5	△ 414	91.4
Operating income	2,829	15.4	4,089	22.3	△ 1,259	69.2	2,440	12.9	389	116.0
Other income	103		115		△ 12		90		13	
Other expenses	57		198		△ 140		-		57	
Ordinary income	2,875	15.6	4,006	21.9	△ 1,131	71.8	2,530	13.3	345	113.6
Extraordinary income	2,224		-		2,224		2,000		224	
Extraordinary expenses	20		1		19		-		20	
Income before income taxes and minority interests	5,078	27.6	4,005	21.9	1,072	126.8	4,530	23.9	548	112.1
Corporation tax, etc.	1,492		1,319		172		1,350		142	
(Tax burden)	29.4%		32.9%				29.8%			
Minority interests	0		0		0		-		0	
Net income	3,586	19.5	2,685	14.7	900	133.5	3,180	16.8	406	112.8
EPS (total shares)	¥219.45		¥164.36				¥194.60			
EPS (minus treasury shares)	¥229.09		¥170.99				¥203.15			
Number of shares outstanding	16,341,155		16,341,155				16,341,155			
Weighted-average number of shares outstanding (after deducting treasury shares)	15,653,815		15,708,272				15,653,815			

Second Half

¥ millions, rounded down

	Fiscal 2017 Revised Plan		Fiscal 2016 Results		Year-on-Year Comparison		Fiscal 2017 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	20,112	100.0	18,549	100.0	1,562	108.4	19,580	100.0	532	102.7
Cost of Sales	12,546	62.4	10,519	56.7	2,026	119.3	12,040	61.5	506	104.2
Gross profit	7,565	37.6	8,029	43.3	△ 463	94.2	7,540	38.5	25	100.3
SG&A expenses	5,094	25.3	4,675	25.2	419	109.0	4,680	23.9	414	108.9
Operating income	2,470	12.3	3,354	18.1	△ 883	73.7	2,860	14.6	△ 389	86.4
Other income	16		49		△ 32		30		△ 13	
Other expenses	△ 47		6		△ 53		10		△ 57	
Ordinary income	2,534	12.6	3,396	18.3	△ 861	74.6	2,880	14.7	△ 345	88.0
Extraordinary income	△ 224		1,024		△ 1,248		-		△ 224	
Extraordinary expenses	△ 20		4		△ 25		-		△ 20	
Income before income taxes and minority interests	2,331	11.6	4,416	23.8	△ 2,085	52.8	2,880	14.7	△ 548	81.0
Corporation tax, etc.	757		1,316		△ 558		900		△ 142	
(Tax burden)	32.5%		29.8%				31.3%			
Minority interests	△ 0		0		△ 0		-		△ 0	
Net income	1,573	7.8	3,100	16.7	△ 1,526	50.8	1,980	10.1	△ 406	79.5

Full-year

¥ millions, rounded down

	Fiscal 2017 Revised Plan		Fiscal 2016 Results		Year-on-Year Comparison		Fiscal 2017 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	38,540	100.0	36,859	100.0	1,680	104.6	38,540	100.0	-	100.0
Cost of Sales	23,720	61.5	20,355	55.2	3,364	116.5	23,720	61.5	-	100.0
Gross profit	14,820	38.5	16,503	44.8	△ 1,683	89.8	14,820	38.5	-	100.0
SG&A expenses	9,520	24.7	9,060	24.6	459	105.1	9,520	24.7	-	100.0
Operating income	5,300	13.8	7,443	20.2	△ 2,143	71.2	5,300	13.8	-	100.0
Other income	120		165		△ 45		120		-	
Other expenses	10		204		△ 194		10		-	
Ordinary income	5,410	14.0	7,403	20.1	△ 1,993	73.1	5,410	14.0	-	100.0
Extraordinary income	2,000		1,024		975		2,000		-	
Extraordinary expenses	-		5		△ 5		-		-	
Income before income taxes and minority interests	7,410	19.2	8,422	22.9	△ 1,012	88.0	7,410	19.2	-	100.0
Corporation tax, etc.	2,250		2,636		△ 386		2,250		-	
(Tax burden)	30.4%		31.3%				30.4%		-	
Minority interests	-		0		△ 0		-		-	
Net income	5,160	13.4	5,786	15.7	△ 626	89.2	5,160	13.4	-	100.0
EPS (total shares)	¥315.77		¥354.08				¥315.77			
EPS (minus treasury shares)	¥329.55		¥369.06				¥329.55			
Number of shares outstanding	16,341,155		16,341,155				16,341,155			
Weighted-average number of shares outstanding (after deducting treasury shares)	15,657,531		15,677,809				15,657,531			

Fiscal 2017 Sales by Product Grouping
(First 2 Quarters Results and full-year revised plan; Consolidated)

First Half

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison		Sept. 2017 Interim Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Sterilization products	1,789	9.7	1,832	10.0	△ 43	97.6	1,792	9.5	△ 3	99.8
Surgical products	16,094	87.3	15,941	87.1	153	101.0	16,600	87.6	△ 505	97.0
Treatment products	96	0.5	102	0.6	△ 6	93.8	104	0.6	△ 8	92.3
Others	447	2.4	433	2.4	14	103.2	463	2.4	△ 15	96.6
Total	18,427	100.0	18,310	100.0	117	100.6	18,960	100.0	△ 532	97.2
<i>Itemized surgical products</i>										
Non-woven products	4,610	25.0	4,728	25.8	△ 117	97.5	4,510	23.8	100	102.2
Other non-woven products	661	3.6	684	3.7	△ 23	96.6	660	3.5	1	100.2
Kit products	10,708	58.1	10,422	56.9	286	102.7	11,200	59.1	△ 491	95.6
New products	114	0.6	106	0.6	7	107.3	230	1.2	△ 115	49.6
<i>Itemized external sales by subsidiary</i>										
Non-woven products	101		93		8		130		△ 28	
Others(PT.HOGY)	38		35		3		40		△ 1	

Second Half

¥ millions, rounded down

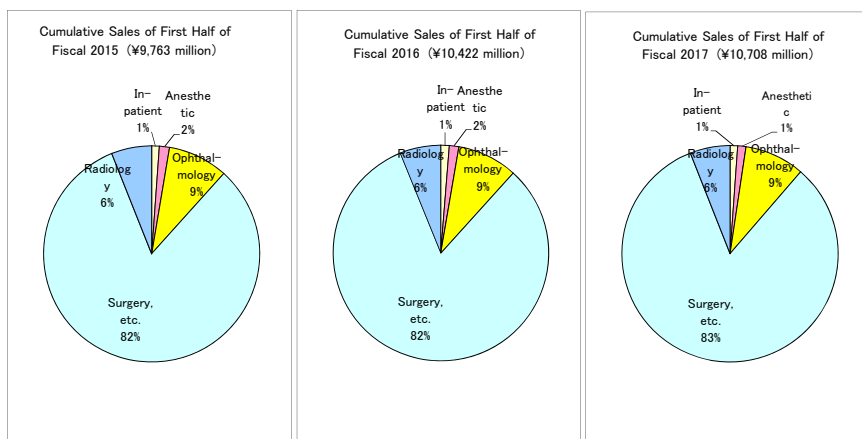
	Fiscal 2017 Revised Plan		Fiscal 2016 Results		Year-on-Year Comparison		Fiscal 2017 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Sterilization products	1,791	8.9	1,802	9.7	△ 10	99.4	1,788	9.1	3	100.2
Surgical products	17,765	88.3	16,203	87.4	1,561	109.6	17,260	88.2	505	102.9
Treatment products	105	0.5	98	0.5	7	107.4	97	0.5	8	108.3
Others	449	2.2	446	2.4	3	100.9	434	2.2	15	103.6
Total	20,112	100.0	18,549	100.0	1,562	108.4	19,580	100.0	532	102.7
<i>Itemized surgical products</i>										
Non-woven products	4,479	22.3	4,677	25.2	△ 198	95.8	4,580	23.4	△ 100	97.8
Other non-woven products	718	3.6	705	3.8	12	101.8	720	3.7	△ 1	99.9
Kit products	12,211	60.7	10,701	57.7	1,509	114.1	11,720	59.9	491	104.2
New products	355	1.8	118	0.6	237	301.2	240	1.2	115	148.3
<i>Itemized external sales by subsidiary</i>										
Non-woven products	168		125		42		140		28	
Others(PT.HOGY)	41		47		△ 6		40		1	

Full-year

¥ millions, rounded down

	Fiscal 2017 Revised Plan		Fiscal 2016 Results		Year-on-Year Comparison		Fiscal 2017 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Sterilization products	3,580	9.3	3,634	9.9	△ 53	98.5	3,580	9.3	-	100.0
Surgical products	33,860	87.9	32,144	87.2	1,715	105.3	33,860	87.9	-	100.0
Treatment products	201	0.5	200	0.5	0	100.5	201	0.5	-	100.0
Others	897	2.3	879	2.4	18	102.1	897	2.3	-	100.0
Total	38,540	100.0	36,859	100.0	1,680	104.6	38,540	100.0	-	100.0
<i>Itemized surgical products</i>										
Non-woven products	9,090	23.6	9,406	25.5	△ 316	96.6	9,090	23.6	-	100.0
Other non-woven products	1,380	3.6	1,390	3.8	△ 10	99.3	1,380	3.6	-	100.0
Kit products	22,920	59.5	21,124	57.3	1,795	108.5	22,920	59.5	-	100.0
New products	470	1.2	224	0.6	245	209.4	470	1.2	-	100.0
<i>Itemized external sales by subsidiary</i>										
Non-woven products	270		219		50		270		-	
Others(PT.HOGY)	80		82		△ 2		80		-	

Sales Composition by Kit Treatment Category



Fiscal 2017 Itemized SG&A Expenses and Other Income/Expenses

SG&A Expenses

¥ millions, rounded down

	Sept. 2017 Interim Results	Sept. 2016 Interim Results	Year-on-Year Comparison	Sept. 2017 Interim Initial Plan	Initial Plan Comparison
Packaging and transportation	476	482	△ 6	490	△ 14
Losses on doubtful accounts	-	-	-	-	-
Samples	240	199	40	316	△ 75
Advertising	46	43	2	83	△ 36
Personnel	1,749	1,749	0	1,868	△ 118
Travel	278	264	13	276	1
Communication	70	74	△ 4	77	△ 6
Consumables	44	46	△ 2	46	△ 2
Taxes and public charges	166	127	39	171	△ 5
Depreciation	460	502	△ 41	469	△ 9
Testing and research	174	224	△ 49	211	△ 36
Land and housing rent	213	213	0	214	△ 0
Miscellaneous	181	169	12	250	△ 68
Others	321	287	33	363	△ 42
Total	4,425	4,384	40	4,840	△ 414

Other Income/Expenses

¥ millions, rounded down

	Sept. 2017 Interim Results	Sept. 2016 Interim Results	Year-on-Year Comparison	Sept. 2017 Interim Initial Plan	Initial Plan Comparison
Interest received	13	6	7	14	△ 0
Dividend received	51	72	△ 21	54	△ 2
(Total financial earnings)	65	79	△ 13	68	△ 2
Foreign exchange	-	-	-	-	-
Miscellaneous income	37	36	1	21	16
Total Other income	103	115	△ 12	90	13
Foreign exchange losses	3	86	△ 82	-	3
Miscellaneous losses	54	112	△ 57	-	54
Total non-operating expenses	57	198	△ 140	-	57

Fiscal 2017 Capital Expenditures and Depreciation (First 2 Quarters Results and full-year revised plan; Consolidated)

Capital Expenditures			Depreciation				¥ millions, rounded down	
	Capital Expenditures	Year-on-Year Comparison	SG&A Expenses	Year-on-Year Comparison	Manufacturing Costs	Year-on-Year Comparison	Total Depreciation	Year-on-Year Comparison
	First half	691	402		949		1,351	
	Second half	958	410		966		1,377	
	Fiscal 2007 (full year)	1,649	812	98.2%	1,915	91.8%	2,728	93.6%
	First half	1,135	366		869		1,236	
	Second half	1,758	378		1,323		1,700	
	Fiscal 2008 (full year)	2,893	744	91.6%	2,192	114.5%	2,936	107.6%
	First half	2,008	354		898		1,252	
	Second half	1,709	361		944		1,305	
	Fiscal 2009 (full year)	3,717	715	96.1%	1,842	84.0%	2,557	87.1%
	First half	1,998	307		812		1,120	
	Second half	2,313	335		822		1,157	
	Fiscal 2010 (full year)	4,311	642	89.8%	1,634	88.7%	2,277	89.0%
	First half	644	335		1,104		1,439	
	Second half	993	389		1,236		1,625	
	Fiscal 2011 (full year)	1,637	724	112.8%	2,340	143.2%	3,064	134.6%
	First half	899	383		1,007		1,390	
	Second half	1,016	461		1,120		1,581	
	Fiscal 2012 (full year)	1,915	844	116.6%	2,127	90.9%	2,971	97.0%
	First half	705	445		949		1,394	
	Second half	6,469	477		992		1,470	
	Fiscal 2013 (full year)	7,174	922	109.2%	1,942	91.3%	2,865	96.4%
	First half	1,096	455		836		1,291	
	Second half	13,986	496		921		1,417	
	Fiscal 2014 (full year)	15,082	951	103.1%	1,757	90.5%	2,708	94.5%
	First half	5,492	506		943		1,450	
	Second half	3,588	538		1,388		1,926	
	Fiscal 2015 (full year)	9,080	1,044	109.8%	2,331	132.7%	3,376	124.7%
	First half	4,427	502		1,450		1,952	
	Second half	2,222	505		1,951		2,457	
	Fiscal 2016 (full year)	6,649	1,007	96.5%	3,401	145.9%	4,409	130.6%
	First half	1,022	460		2,634		3,094	
***	Second half	1,568	495		2,806		3,301	
***	Fiscal 2017 (full year)	2,590	955	94.8%	5,440	160.0%	6,395	145.0%

(Note) 1. *** are forecast figures

Balance Sheets (Major Changes)/Statements of Cash Flows (Consolidated)

Major Changes on Balance Sheets

¥ millions, rounded down

	Balance at Sept. 30, 2017	Change		Balance at Sept. 30, 2017	Change
Current assets	41,369	4,260	Current liabilities	9,802	△ 374
Cash and bank deposits	19,911	3,253	Notes and accounts payable	4,676	△ 416
Notes and accounts receivable	12,424	1,134	Accrued expenses	384	△ 1,557
Inventories	8,228	△ 165	Income taxes	1,491	282
Others	804	37	Allowance for employees' bonuses	439	48
			Payable notes for equipment	1,907	1,032
			Others	902	235
Fixed assets	62,823	△ 3,263	Long-term liabilities	3,036	△ 352
Property, plant and equipment	49,838	△ 2,148	Long-term borrowings	453	△ 55
Buildings and structures	23,829	△ 626	Others	2,583	△ 297
Machinery, equipment and vehicles	14,710	△ 1,494	Total liabilities	12,839	△ 727
Land	9,614	△ 17	Total net assets	91,353	1,723
Construction in progress	738	56	Common stock	7,123	-
Others	946	△ 66	Capital surplus	8,336	-
Intangibles	3,097	△ 4	Retained earnings	74,979	2,626
Investments and others	9,887	△ 1,111	Treasury stock	△ 3,799	42
Investments securities	8,449	△ 1,055	Others	4,713	△ 944
Others	1,437	△ 56			
Total assets	104,192	996	Total liabilities and shareholders' equity	104,192	996

* Comparison with end of previous fiscal year:

Equity ratio increased from 86.9% at the end of the previous fiscal year to 87.7%.

Statements of Cash Flows

¥ millions, rounded down

I Operating activities	3,482	Income before income taxes and minority interest	5,078
		Depreciation	3,094
		Increase in notes and accounts receivable	△ 2,222
		Income taxes paid	1,170
II Investing activities	754	Capital expenditures	△ 1,161
III Financing activities	△ 965	Disposal of treasury stock	△ 960
IV Effect of exchange rate changes	△ 33		
Net changes in cash and cash equivalents	3,238		

Fiscal 2017 Statements of Income (First 2 Quarters Results; Non-consolidated)

First Quarter

¥ millions, rounded down

	June 2017 1st Quarter Results		June 2016 1st Quarter Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	9,085	100.0	8,994	100.0	90	101.0
Cost of Sales	5,619	61.9	5,014	55.8	604	112.1
Gross profit	3,465	38.1	3,979	44.2	△ 513	87.1
SG&A expenses	2,172	23.9	2,150	23.9	22	101.0
Operating income	1,293	14.2	1,829	20.3	△ 536	70.7
Other income	48		53		△ 4	
Other expenses	59		54		4	
Ordinary income	1,282	14.1	1,827	20.3	△ 545	70.1
Extraordinary income	2,222		-		2,222	
Extraordinary expenses	20		0		19	
Income before income taxes	3,484	38.4	1,827	20.3	1,656	190.7
Corporation tax, etc.	1,045		575		470	
(Tax burden)	30.0%		31.5%			
Net income	2,438	26.8	1,251	13.9	1,186	194.8

EPS (total shares)	¥149.23	¥76.61
EPS (minus treasury shares)	¥155.80	¥79.60
Number of shares outstanding	16,341,155	16,341,155
Weighted-average number of shares outstanding (after deducting treasury)	15,652,006	15,728,388

Second Quarter

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	9,201	100.0	9,186	100.0	14	100.2
Cost of Sales	5,914	64.3	5,201	56.6	713	113.7
Gross profit	3,286	35.7	3,985	43.4	△ 698	82.5
SG&A expenses	2,211	24.0	2,202	24.0	8	100.4
Operating income	1,075	11.7	1,782	19.4	△ 707	60.3
Other income	56		63		△ 6	
Other expenses	7		7		△ 0	
Ordinary income	1,125	12.2	1,838	20.0	△ 713	61.2
Extraordinary income	-		-		-	
Extraordinary expenses	0		0		△ 0	
Income before income taxes	1,124	12.2	1,837	20.0	△ 713	61.2
Corporation tax, etc.	337		578		△ 241	
(Tax burden)	30.0%		31.5%			
Net income	787	8.6	1,259	13.7	△ 471	62.5

First Half

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison		Sept. 2017 Interim Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	18,286	100.0	18,181	100.0	105	100.6	18,790	100.0	△ 503	97.3
Cost of Sales	11,534	63.1	10,216	56.2	1,317	112.9	11,930	63.5	△ 395	96.7
Gross profit	6,752	36.9	7,964	43.8	△ 1,212	84.8	6,860	36.5	△ 107	98.4
SG&A expenses	4,384	24.0	4,352	23.9	31	100.7	4,790	25.5	△ 405	91.5
Operating income	2,368	13.0	3,612	19.9	△ 1,243	65.6	2,070	11.0	298	114.4
Other income	105		116		△ 11		80		25	
Other expenses	66		62		4		10		56	
Ordinary income	2,407	13.2	3,666	20.2	△ 1,259	65.7	2,140	11.4	267	112.5
Extraordinary income	2,222		-		2,222		2,000		222	
Extraordinary expenses	20		1		19		-		20	
Income before income taxes	4,608	25.2	3,665	20.2	943	125.7	4,140	22.0	468	111.3
Corporation tax, etc.	1,383		1,154		228		1,240		143	
(Tax burden)	30.0%		31.5%				30.0%			
Net income	3,225	17.6	2,511	13.8	714	128.5	2,900	15.4	325	111.2

EPS (total shares)	¥197.40	¥153.66	¥177.47
EPS (minus treasury shares)	¥206.07	¥159.86	¥185.26
Number of shares outstanding	16,341,155	16,341,155	16,341,155
Weighted-average number of shares outstanding (after deducting treasury)	15,653,815	15,708,272	15,653,815

Fiscal 2017 Statements of Income (First 2 Quarters Results; Non-consolidated)

First Half

¥ millions, rounded down

	Sept. 2017 Interim Results		Sept. 2016 Interim Results		Year-on-Year Comparison		Sept. 2017 Interim Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	18,286	100.0	18,181	100.0	105	100.6	18,790	100.0	△ 503	97.3
Cost of Sales	11,534	63.1	10,216	56.2	1,317	112.9	11,930	63.5	△ 395	96.7
Gross profit	6,752	36.9	7,964	43.8	△ 1,212	84.8	6,860	36.5	△ 107	98.4
SG&A expenses	4,384	24.0	4,352	23.9	31	100.7	4,790	25.5	△ 405	91.5
Operating income	2,368	13.0	3,612	19.9	△ 1,243	65.6	2,070	11.0	298	114.4
Other income	105		116		△ 11		80		25	
Other expenses	66		62		4		10		56	
Ordinary income	2,407	13.2	3,666	20.2	△ 1,259	65.7	2,140	11.4	267	112.5
Extraordinary income	2,222		-		2,222		2,000		2,222	
Extraordinary expenses	20		1		19		-		20	
Income before income taxes	4,608	25.2	3,665	20.2	943	125.7	4,140	22.0	468	111.3
Corporation tax, etc.	1,383		1,154		228		1,240		143	
(Tax burden)	30.0%		31.5%				30.0%			
Net income	3,225	17.6	2,511	13.8	714	128.5	2,900	15.4	325	111.2
EPS (total shares)	¥197.40		¥153.66				¥177.47			
EPS (minus treasury shares)	¥206.07		¥159.86				¥185.26			
Number of shares outstanding	16,341,155		16,341,155				16,341,155			
Weighted-average number of shares outstanding (after deducting treasury)	15,653,815		15,708,272				15,653,815			

Second Half

¥ millions, rounded down

	Fiscal 2017 Revised Plan		Fiscal 2016 Results		Year-on-Year Comparison		Fiscal 2017 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	19,903	100.0	18,376	100.0	1,526	108.3	19,400	100.0	503	102.6
Cost of Sales	12,895	64.8	10,906	59.4	1,989	118.2	12,500	64.4	395	103.2
Gross profit	7,007	35.2	7,469	40.6	△ 462	93.8	6,900	35.6	107	101.6
SG&A expenses	5,035	25.3	4,635	25.2	400	108.6	4,630	23.9	405	108.8
Operating income	1,971	9.9	2,834	15.4	△ 863	69.5	2,270	11.7	△ 298	86.9
Other income	224		236		△ 11		250		△ 25	
Other expenses	△ 26		7		△ 33		30		△ 56	
Ordinary income	2,222	11.2	3,063	16.7	△ 840	72.6	2,490	12.8	△ 267	89.3
Extraordinary income	△ 222		1,024		△ 1,246		-		△ 222	
Extraordinary expenses	△ 20		4		△ 25		-		△ 20	
Income before income taxes	2,021	10.2	4,083	22.2	△ 2,062	49.5	2,490	12.8	△ 468	81.2
Corporation tax, etc.	606		1,175		△ 568		750		△ 143	
(Tax burden)	30.0%		28.8%				30.1%			
Net income	1,414	7.1	2,908	15.8	△ 1,494	48.6	1,740	9.0	△ 325	81.3

Full-year

¥ millions, rounded down

	Fiscal 2017 Revised Plan		Fiscal 2016 Results		Year-on-Year Comparison		Fiscal 2017 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	38,190	100.0	36,557	100.0	1,632	104.5	38,190	100.0	-	100.0
Cost of Sales	24,430	64.0	21,122	57.8	3,307	115.7	24,430	64.0	-	100.0
Gross profit	13,760	36.0	15,434	42.2	△ 1,674	89.1	13,760	36.0	-	100.0
SG&A expenses	9,420	24.7	8,987	24.6	432	104.8	9,420	24.7	-	100.0
Operating income	4,340	11.4	6,447	17.6	△ 2,107	67.3	4,340	11.4	-	100.0
Other income	330		352		△ 22		330		-	
Other expenses	40		69		△ 29		40		-	
Ordinary income	4,630	12.1	6,730	18.4	△ 2,100	68.8	4,630	12.1	-	100.0
Extraordinary income	2,000		1,024		975		2,000		-	
Extraordinary expenses	-		5		△ 5		-		-	
Income before income taxes	6,630	17.4	7,748	21.2	△ 1,118	85.6	6,630	17.4	-	100.0
Corporation tax, etc.	1,990		2,329		△ 339		1,990		-	
(Tax burden)	30.0%		30.1%				30.0%		-	
Net income	4,640	12.1	5,419	14.8	△ 779	85.6	4,640	12.1	-	100.0
EPS (total shares)	¥283.95		¥331.65				¥283.95			
EPS (minus treasury shares)	¥296.34		¥345.69				¥296.34			
Number of shares outstanding	16,341,155		16,341,155				16,341,155			
Weighted-average number of shares outstanding (after deducting treasury)	15,657,531		15,677,809				15,657,531			

First 2 Quarters Results Manufacturing Costs (Non-consolidated)

Manufacturing Costs

¥ millions, rounded down

	2008.9	2009.9	2010.9	2011.9	2012.9	2013.9	2014.9	2015.9	2016.9	2017.9
Materials	4,570	4,573	4,508	4,879	5,009	5,323	5,692	5,964	6,382	6,266
Personnel	879	864	879	892	906	949	949	886	884	877
Outsourcing	128	105	162	173	208	209	210	188	205	199
Others	1,430	1,558	1,302	1,712	1,601	1,503	1,402	1,494	2,173	3,392
Total	7,008	7,101	6,853	7,658	7,726	7,985	8,254	8,533	9,645	10,735

Change

(%)

	2008.9	2009.9	2010.9	2011.9	2012.9	2013.9	2014.9	2015.9	2016.9	2017.9
Materials	5.8	0.1	△ 1.4	8.2	2.7	6.3	6.9	4.8	7.0	△ 1.8
Personnel	7.8	△ 1.7	1.7	1.4	1.6	4.8	△ 0.1	△ 6.6	△ 0.3	△ 0.8
Outsourcing	35.4	△ 17.9	54.5	7.0	19.7	0.8	0.5	△ 10.8	9.4	△ 3.2
Others	△ 6.0	9.0	△ 16.4	31.4	△ 6.5	△ 6.2	△ 6.7	6.6	45.5	56.1
Total	3.8	1.3	△ 3.5	11.7	0.9	3.4	3.4	3.4	13.0	11.3

% of total

(%)

	2008.9	2009.9	2010.9	2011.9	2012.9	2013.9	2014.9	2015.9	2016.9	2017.9
Materials	65.2	64.4	65.8	63.7	64.8	66.7	69.0	69.9	66.2	58.4
Personnel	12.5	12.2	12.8	11.6	11.7	11.9	11.5	10.4	9.2	8.2
Outsourcing	1.8	1.5	2.4	2.3	2.7	2.6	2.6	2.2	2.1	1.9
Others	20.4	21.9	19.0	22.4	20.7	18.8	17.0	17.5	22.5	31.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Materials and outso	67.0	65.9	68.2	66.0	67.5	69.3	71.5	72.1	68.3	60.2
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