



First 3 Quarters of FY03/25

Supplementary Materials

HOGY MEDICAL Co., Ltd.

January 21, 2025

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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.

FY03/25 Statements of Income (Consolidated)

First Half

¥ millions, rounded down

	Sept. 2024 Interim Results		Sept. 2023 Interim Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	19,619	100.0	19,536	100.0	82	100.4
Cost of Sales	13,260	67.6	12,597	64.5	662	105.3
	6,358	32.4	6,938	35.5	-579	91.6
SG&A expenses	4,275	21.8	4,563	23.4	-287	93.7
Operating income	2,083	10.6	2,375	12.2	-292	87.7
Other income	363		239		124	
Other expenses	410		241		169	
Ordinary income	2,036	10.4	2,373	12.1	-337	85.8
Extraordinary income	1,097		40		1,057	
Extraordinary expenses	532		0		531	
Income before income taxes and minority interests	2,601	13.3	2,413	12.4	188	107.8
Corporation tax, etc.	733		689		44	
(Tax burden)	28.2%		28.6%			
Minority interests	0		-8		8	
Profit attributable to owners of parent	1,867	9.5	1,732	8.9	135	107.8

EPS (total shares)

¥82.87

¥68.59

EPS (minus treasury shares)

¥80.58

¥71.40

Number of shares outstanding

22,535,463

25,256,963

Average number of shares over period
(after deducting treasury shares)

23,175,606

24,261,879

Third Quarter

¥ millions, rounded down

	Dec. 2024		Dec. 2023		Year-on-Year	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	30,016	100.0	29,754	100.0	262	100.9
Cost of Sales	20,119	67.0	19,423	65.3	696	103.6
Gross profit	9,897	33.0	10,331	34.7	-434	95.8
SG&A expenses	6,491	21.6	6,844	23.0	-353	94.8
Operating income	3,406	11.3	3,487	11.7	-80	97.7
Other income	345		357		-11	
Other expenses	482		256		225	
Ordinary income	3,269	10.9	3,587	12.1	-318	91.1
Extraordinary income	1,097		40		1,057	
Extraordinary expenses	534		10		523	
Income before income taxes and minority interests	3,832	12.8	3,617	12.2	214	105.9
Corporation tax, etc.	1,095		1,019		76	
(Tax burden)	28.6%		28.2%			
Minority interests	0		-11		11	
Profit attributable to owners of parent	2,736	9.1	2,609	8.8	127	104.9

EPS (total shares)

¥121.44

¥103.32

EPS (minus treasury shares)

¥120.90

¥107.54

Number of shares outstanding

22,535,463

25,256,963

Average number of shares over period
(after deducting treasury shares)

22,635,124

24,266,016

Full-year

¥ millions, rounded down

	Mar. 2025 Initial Plan		Mar. 2024 Results		Year-on-Year Comparison		Mar. 2025 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	40,850	100.0	39,100	100.0	1,749	104.5	40,850	100.0	-	100.0
Cost of Sales	26,780	65.6	26,037	66.6	742	102.9	26,780	65.6	-	100.0
Gross profit	14,070	34.4	13,063	33.4	1,006	107.7	14,070	34.4	-	100.0
SG&A expenses	9,380	23.0	8,894	22.7	485	105.5	9,380	23.0	-	100.0
Operating income	4,690	11.5	4,169	10.7	520	112.5	4,690	11.5	-	100.0
Other income	260		440		-180		260		-	
Other expenses	150		363		-213		150		-	
Ordinary income	4,800	11.8	4,245	10.9	554	113.1	4,800	11.8	-	100.0
Extraordinary income	-		40		-40		-		-	
Extraordinary expenses	-		210		-210		-		-	
Income before income taxes and minority interests	4,800	11.8	4,075	10.4	724	117.8	4,800	11.8	-	100.0
Corporation tax, etc.	1,490		1,282		207		1,490		-	
(Tax burden)	31.0%		31.5%				31.0%		-	
Minority interests	-		-11		11		-		-	
Profit attributable to owners of parent	3,310	8.1	2,804	7.2	505	118.0	3,310	8.1	-	100.0

EPS (total shares)

¥146.88

¥111.04

¥146.88

EPS (minus treasury shares)

¥153.53

¥115.57

¥153.53

Number of shares outstanding

22,535,463

25,256,963

22,535,463

Average number of shares over period
(after deducting treasury shares)

21,559,990

24,268,040

21,559,990

FY03/25 Sales by Product Grouping (Consolidated)

This document is scheduled to end in FY2024. Please refer to "Sales by main products".

First Half

¥ millions, rounded down

	Sept. 2024 Interim Results		Sept. 2023 Interim Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Sterilization products	1,695	8.6	1,673	8.6	21	101.3
Surgical products	17,452	89.0	17,394	89.0	57	100.3
	89	0.5	86	0.4	2	103.3
Others	382	1.9	381	2.0	0	100.1
Total	19,619	100.0	19,536	100.0	82	100.4

Itemized surgical products

Non-woven products	3,614	18.4	3,793	19.4	-178	95.3
Other non-woven products	670	3.4	788	4.0	-118	85.0
Kit products	12,992	66.2	12,701	65.0	290	102.3
New products	176	0.9	112	0.6	63	157.0

Itemized external sales by subsidiary

Non-woven products	235		235		-0	
Other non-woven products	1		-		1	
Kit products	27		24		3	
Others	41		34		6	

Third Quarter

¥ millions, rounded down

	Dec. 2024 Results		Dec. 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Sterilization products	2,588	8.6	2,579	8.7	8	100.3
Surgical products	26,713	89.0	26,459	88.9	254	101.0
Treatment products	133	0.4	131	0.4	2	101.7
Others	580	1.9	583	2.0	-3	99.5
Total	30,016	100.0	29,754	100.0	262	100.9

Itemized surgical products

Non-woven products	5,463	18.2	5,757	19.3	-294	94.9
Other non-woven products	1,008	3.4	1,146	3.9	-138	87.9
Kit products	19,994	66.6	19,374	65.1	620	103.2
New products	247	0.8	181	0.6	66	136.6

Itemized external sales by subsidiary

Non-woven products	317		368		-50	
Other non-woven products	1		1		-0	
Kit products	41		47		-5	
Others	52		55		-2	

Full-year

¥ millions, rounded down

	Mar. 2025 Initial Plan		Mar. 2024 Results		Year-on-Year Comparison		Mar. 2025 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Sterilization products	3,442	8.4	3,439	8.8	2	100.1	3,442	8.4	-	100.0
Surgical products	36,436	89.2	34,725	88.8	1,710	104.9	36,436	89.2	-	100.0
Treatment products	212	0.5	173	0.4	38	122.0	212	0.5	-	100.0
Others	760	1.9	761	1.9	-1	99.8	760	1.9	-	100.0
Total	40,850	100.0	39,100	100.0	1,749	104.5	40,850	100.0	-	100.0

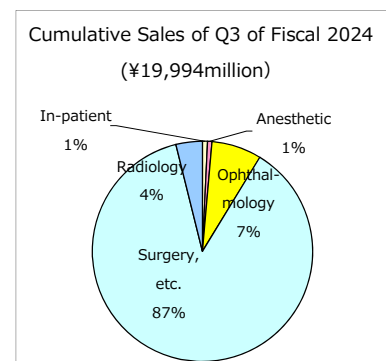
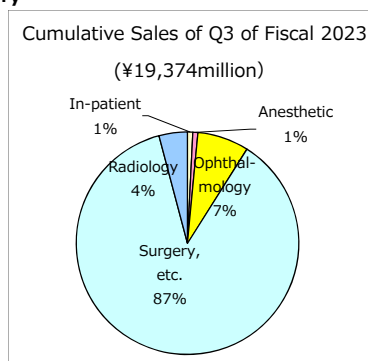
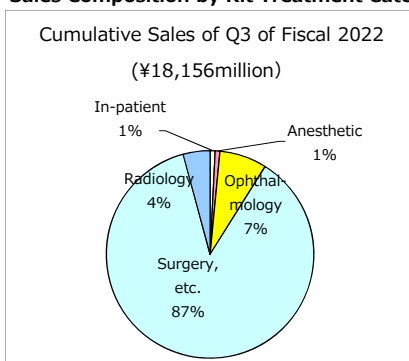
Itemized surgical products

Non-woven products	7,134	17.5	7,452	19.1	-318	95.7	7,134	17.5	-	100.0
Other non-woven products	1,429	3.5	1,503	3.8	-74	95.0	1,429	3.5	-	100.0
Kit products	27,438	67.2	25,503	65.2	1,934	107.6	27,438	67.2	-	100.0
New products	434	1.1	266	0.7	167	162.8	434	1.1	-	100.0

Itemized external sales by subsidiary

Non-woven products	415		443		-28		415		-	
Other non-woven products	1		1		0		1		-	
Kit products	64		55		8		64		-	
Others	70		66		3		70		-	

Sales Composition by Kit Treatment Category



FY03/25 Sales by main products (Consolidated)

This document is a new document from FY2024. Please refer to page 7 for the results of the past 10 fiscal years First Half

¥ millions, rounded down

	Sept. 2024 Interim Results		Sept. 2023 Interim Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Kit products	12,992	66.2	12,701	65.0	290	102.3
Non-woven products	3,614	18.4	3,793	19.4	-178	95.3
	1,238	6.3	1,246	6.4	-7	99.4
Other non-woven products	670	3.4	788	4.0	-118	85.0
New products	184	0.9	113	0.6	70	162.0
Others	877	4.5	859	4.4	18	102.2
Subsidiaries & other sales	41	0.2	34	0.2	6	120.2
Total	19,619	100.0	19,536	100.0	82	100.4

Itemized external sales by subsidiary

Kit products	27	24	3
Non-woven products	235	235	-0
Other non-woven products	1	-	1
Others	41	34	6

Third Quarter

¥ millions, rounded down

	Dec. 2024 Results		Dec. 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Kit products	19,994	66.6	19,374	65.1	620	103.2
Non-woven products	5,463	18.2	5,757	19.3	-294	94.9
0	1,908	6.4	1,929	6.5	-20	98.9
Other non-woven products	1,008	3.4	1,146	3.9	-138	87.9
New products	258	0.9	185	0.6	73	139.7
Others	1,329	4.4	1,306	4.4	23	101.8
Subsidiaries & other sales	52	0.2	55	0.2	-2	95.2
Total	30,016	100.0	29,754	100.0	262	100.9

Itemized external sales by subsidiary

Kit products	41	47	-5
Non-woven products	317	368	-50
Other non-woven products	1	1	-0
Others	52	55	-2

Full-year

¥ millions, rounded down

	Mar. 2025 Initial Plan		Mar. 2024 Results		Year-on-Year Comparison		Mar. 2025 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Kit products	27,438	67.2	25,503	65.2	1,935	107.6	27,438	67.2	-	100.0
Non-woven products	7,134	17.5	7,452	19.1	-318	95.7	7,134	17.5	-	100.0
0	2,538	6.2	2,538	6.5	-0	100.0	2,538	6.2	-	100.0
Other non-woven products	1,429	3.5	1,503	3.8	-73	95.1	1,429	3.5	-	100.0
New products	480	1.2	274	0.7	205	174.7	480	1.2	-	100.0
Others	1,760	4.3	1,761	4.5	-1	99.9	1,760	4.3	-	100.0
Subsidiaries & other sales	70	0.2	66	0.2	3	105.4	70	0.2	-	100.0
Total	40,850	100.0	39,100	100.0	1,749	104.5	40,850	100.0	-	100.0

Itemized external sales by subsidiary

Kit products	64	55	8	64
Non-woven products	415	443	-28	415
Other non-woven products	1	1	0	1
Others	70	66	3	70

SG&A and Other Income/Expenses (Consolidated)

SG&A Expenses

¥ millions, rounded down

	Dec. 2024 Results	Dec. 2023 Results	Year-on-Year Comparison
Packaging and transportation	852	829	22
Losses on doubtful accounts	-	-	-
Samples	241	283	-42
	68	51	17
Personnel	2,784	3,101	-316
Travel	333	339	-6
Communication	102	109	-7
Consumables	49	36	12
Taxes and public charges	221	258	-37
Depreciation	383	430	-46
Testing and research	191	176	15
Land and housing rent	332	328	4
Miscellaneous	425	412	13
Others	504	487	16
Total	6,491	6,844	-353

Other Income/Expenses

¥ millions, rounded down

	Dec. 2024 Results	Dec. 2023 Results	Year-on-Year Comparison
Interest received	156	181	-25
Interest on negotiable securities	-	-	-
Dividend received	70	58	12
(Total financial earnings)	227	239	-12
Foreign exchange gain	-	-	-
Miscellaneous income	118	118	0
Total Other income	345	357	-11
Paid interest	44	18	26
(Total financial expenses)	44	18	26
Foreign exchange loss	13	22	-9
Miscellaneous losses	424	215	209
Total non-operating expenses	482	256	225

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

Major Changes on Balance Sheets

¥ millions, rounded down

	Balance at Dec. 31, 2024	Change		Balance at Dec. 31, 2024	Change
Current assets	44,713	1,687	Current liabilities	9,294	1,053
Cash and bank deposits	21,229	1,810	Notes and accounts payable	4,655	-179
Notes and accounts receivable	13,532	765	Accrued expenses	239	107
	-	-	Long-term loans due within 1 year	1,999	-
Inventories	9,184	-273	Income taxes	566	463
Others	767	-614	Allowance for employees' bonuses	170	-363
			Payable notes for equipment	245	90
			Reserve for disaster loss	-	-
			Others	1,418	935
Fixed assets	53,904	-3,110	Long-term liabilities	13,994	8,313
Property, plant and equipment	44,274	-1,438	Long-term borrowings	12,169	8,500
Buildings and structures	18,513	-1,021	Others	1,824	-186
Machinery, equipment and vehicles	12,114	-2,612	Total liabilities	23,288	9,367
Land	9,732	3	Total net assets	75,329	-10,790
Construction in progress	3,438	2,197	Common stock	7,123	-
Others	475	-6	Capital surplus	8,294	-
Intangibles	406	-89	Retained earnings	58,199	-9,563
Investments and others	9,224	-1,583	Treasury stock	-3,908	-691
Investments securities	7,832	-1,380	Others	5,621	-536
Others	1,391	-202			
Total assets	98,618	-1,423	Total liabilities and shareholders' equity	98,618	-1,423

*Comparison with end of previous fiscal year:

Equity ratio increased from 86.1% at the end of the previous fiscal year to 76.4%.

Statements of Cash Flows

¥ millions, rounded down

I Operating activities	7,702	Income before income taxes	3,832
		Depreciation	4,245
		Gain on sales of investment securities	-1,097
II Investing activities	-1,357	Proceeds from sales of investment securities	1,114
		Purchase of tangible fixed assets	-2,684
III Financing activities	-4,524	Proceeds from long-term borrowings	10,000
		Purchase of treasury stock	-11,622
IV Effect of exchange rate changes on cash and cash equivalents	43		
Net changes in cash and cash equivalents	1,864		

FY03/25 Statements of Income (Non-consolidated)

First Half

¥ millions, rounded down

	Sept. 2024 Interim Results		Sept. 2024 Interim Results		Sept. 2024 Interim Results	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	19,325	100.0	19,263	100.0	62	100.3
Cost of Sales	13,354	69.1	12,678	65.8	676	105.3
	5,971	30.9	6,585	34.2	-613	90.7
SG&A expenses	4,151	21.5	4,428	23.0	-277	93.7
Operating income	1,820	9.4	2,156	11.2	-336	84.4
Other income	234		146		87	
Other expenses	459		272		186	
Ordinary income	1,594	8.3	2,030	10.5	-435	78.5
Extraordinary income	1,097		40		1,057	
Extraordinary expenses	532		0		531	
Income before income taxes	2,160	11.2	2,070	10.7	89	104.3
Corporation tax, etc.	659		623		35	
(Tax burden)	30.5%		30.1%			
Net income	1,501	7.8	1,446	7.5	54	103.7

EPS (total shares)	¥66.61	¥57.28
EPS (minus treasury shares)	¥64.77	¥59.63
Number of shares outstanding	22,535,463	25,256,963
Average number of shares over period (after deducting treasury shares)	23,175,606	24,261,879

Third Quarter

¥ millions, rounded down

	Dec. 2024 Results		Dec. 2023 Results		Year-on-Year Comparison	
	Amount	% of total	Amount	% of total	Amount	%
Net sales	29,631	100.0	29,309	100.0	322	101.1
Cost of Sales	20,315	68.6	19,592	66.8	722	103.7
Gross profit	9,315	31.4	9,716	33.2	-400	95.9
SG&A expenses	6,323	21.3	6,632	22.6	-309	95.3
Operating income	2,992	10.1	3,084	10.5	-91	97.0
Other income	232		208		23	
Other expenses	545		323		221	
Ordinary income	2,680	9.0	2,969	10.1	-289	90.3
Extraordinary income	1,097		40		1,057	
Extraordinary expenses	533		0		532	
Income before income taxes	3,244	10.9	3,009	10.3	235	107.8
Corporation tax, etc.	989		906		83	
(Tax burden)	30.5%		30.1%			
Net income	2,254	7.6	2,103	7.2	151	107.2

EPS (total shares)	¥100.05	¥83.28
EPS (minus treasury shares)	¥99.61	¥86.68
Number of shares outstanding	22,535,463	25,256,963
Average number of shares over period (after deducting treasury shares)	22,635,124	24,266,016

Full-year

¥ millions, rounded down

	Mar. 2025 Initial Plan		Mar. 2024 Results		Year-on-Year Comparison		Mar. 2025 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	40,350	100.0	38,569	100.0	1,780	104.6	40,350	100.0	-	100.0
Cost of Sales	27,160	67.3	26,270	68.1	889	103.4	27,160	67.3	-	100.0
Gross profit	13,190	32.7	12,298	31.9	891	107.2	13,190	32.7	-	100.0
SG&A expenses	9,130	22.6	8,621	22.4	508	105.9	9,130	22.6	-	100.0
Operating income	4,060	10.1	3,676	9.5	383	110.4	4,060	10.1	-	100.0
Other income	450		533		-83		450		-	
Other expenses	200		439		-239		200		-	
Ordinary income	4,310	10.7	3,771	9.8	538	114.3	4,310	10.7	-	100.0
Extraordinary income	-		40		-40		-		-	
Extraordinary expenses	-		770		-770		-		-	
Income before income taxes	4,310	10.7	3,041	7.9	1,268	141.7	4,310	10.7	-	100.0
Corporation tax, etc.	1,290		943		346		1,290		-	
(Tax burden)	29.9%		31.0%				29.9%		-	
Net income	3,020	7.5	2,097	5.4	922	144.0	3,020	7.5	-	100.0

EPS (total shares)	¥134.01	¥83.06	¥134.01
EPS (minus treasury shares)	¥140.07	¥86.44	¥140.07
Number of shares outstanding	22,535,463	25,256,963	22,535,463
Average number of shares over period (after deducting treasury shares)	21,559,990	24,268,040	21,559,990

Reference] Sales by main products for the past 10 fiscal years(Consolidated)

Results by Quarter FY2014

	June 2014 Results			Sept. 2014 Results			Dec. 2014 Results			Mar. 2015 Results			June 2015 Results			Sept. 2015 Results			Dec. 2015 Results			Mar. 2016 Results			June 2016 Results			Sept. 2016 Results		
	Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total	
Kit products	4,425	52.7		4,750	53.7		5,000	53.8		4,701	54.0		4,719	54.6		5,043	56.0		5,288	56.2		5,207	54.7		5,135	56.7		5,286	57.1	
Other non-woven products	2,473	29.4		2,538	28.7		2,650	28.5		2,348	27.0		2,414	27.9		2,440	27.1		2,499	26.6		2,373	24.9		2,369	26.2		2,359	25.5	
	638	7.6		677	7.7		699	7.5		653	7.5		651	7.5		656	7.3		694	7.4		695	7.3		664	7.3		681	7.4	
Other nonwovens	341	4.1		350	4.0		406	4.4		352	4.1		349	4.0		343	3.8		371	3.9		352	3.7		343	3.8		340	3.7	
New products	16	0.2		13	0.2		13	0.1		132	1.5		17	0.2		27	0.3		25	0.3		392	4.1		47	0.5		59	0.6	
Others	482	5.7		491	5.6		507	5.5		482	5.5		474	5.5		483	5.4		504	5.4		472	5.0		477	5.3		509	5.5	
Subsidiaries & other sales	20	0.2		15	0.2		18	0.2		30	0.3		12	0.1		18	0.2		18	0.2		19	0.2		17	0.2		17	0.2	
Total	8,398	100.0		8,839	100.0		9,295	100.0		8,700	100.0		8,639	100.0		9,013	100.0		9,402	100.0		9,512	100.0		9,055	100.0		9,254	100.0	

FY2017

	June 2017 Results			Sept. 2017 Results			Dec. 2017 Results			Mar. 2018 Results			June 2018 Results			Sept. 2018 Results			Dec. 2018 Results			Mar. 2019 Results			June 2019 Results			Sept. 2019 Results		
	Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total	
Kit products	5,299	57.9		5,408	58.4		5,645	58.2		5,139	58.5		5,339	59.0		5,462	59.5		5,785	59.5		5,242	60.3		5,481	60.7		5,683	60.8	
Other non-woven products	2,312	25.2		2,298	24.8		2,442	25.2		2,133	24.3		2,248	24.8		2,219	24.2		2,384	24.5		2,036	23.4		2,146	23.7		2,205	23.6	
Mekkin bag	664	7.3		666	7.2		703	7.3		599	6.8		620	6.9		647	7.0		671	6.9		602	6.9		632	7.0		638	6.8	
Other nonwovens	334	3.7		326	3.5		362	3.7		308	3.5		311	3.4		308	3.4		346	3.6		292	3.4		292	3.2		299	3.2	
New products	52	0.6		61	0.7		47	0.5		100	1.1		48	0.5		34	0.4		32	0.3		68	0.8		27	0.3		63	0.7	
Others	474	5.2		488	5.3		473	4.9		482	5.5		464	5.1		494	5.4		478	4.9		432	5.0		433	4.8		433	4.6	
Subsidiaries & other sales	21	0.2		17	0.2		23	0.2		28	0.3		21	0.2		18	0.2		24	0.3		21	0.2		23	0.3		17	0.2	
Total	9,159	100.0		9,267	100.0		9,698	100.0		8,791	100.0		9,053	100.0		9,184	100.0		9,724	100.0		8,695	100.0		9,038	100.0		9,342	100.0	

FY2020

	June 2020 Results			Sept. 2020 Results			Dec. 2020 Results			Mar. 2021 Results			June 2021 Results			Sept. 2021 Results			Dec. 2021 Results			Mar. 2022 Results			June 2022 Results			Sept. 2022 Results		
	Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total	
Kit products	4,786	57.1		5,407	57.8		5,855	58.8		5,138	58.3		5,418	60.9		5,505	61.0		6,163	62.4		5,470	61.0		5,906	62.5		5,867	60.2	
Other non-woven products	2,063	24.6		2,432	26.0		2,528	25.4		2,259	25.6		2,053	23.1		2,031	22.5		2,222	22.5		1,923	21.5		2,006	21.2		2,085	21.4	
Mekkin bag	592	7.1		600	6.4		649	6.5		559	6.4		577	6.5		616	6.8		640	6.5		618	6.9		634	6.7		663	6.8	
Other nonwovens	429	5.1		452	4.8		428	4.3		369	4.2		368	4.1		385	4.3		313	3.2		428	4.8		383	4.1		604	6.2	
New products	38	0.5		36	0.4		38	0.4		75	0.9		32	0.4		55	0.6		57	0.6		71	0.8		65	0.7		48	0.5	
Others	447	5.3		411	4.4		446	4.5		394	4.5		420	4.7		419	4.6		464	4.7		432	4.8		433	4.6		463	4.8	
Subsidiaries & other sales	19	0.2		16	0.2		15	0.2		10	0.1		24	0.3		17	0.2		21	0.2		21	0.2		17	0.2		20	0.2	
Total	8,376	100.0		9,358	100.0		9,961	100.0		8,807	100.0		8,895	100.0		9,032	100.0		9,882	100.0		8,967	100.0		9,447	100.0		9,753	100.0	

FY2023

	June 2023 Results			Sept. 2023 Results			Dec. 2023 Results			Mar. 2024 Results		
	Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total	
Kit products	6,339	65.5		6,361	64.5		6,673	65.3		6,128	65.6	
Other non-woven products	1,893	19.6		1,899	19.3		1,964	19.2		1,695	18.1	
Mekkin bag	625	6.5		620	6.3		683	6.7		608	6.5	
Other nonwovens	310	3.2		477	4.8		357	3.5		357	3.8	
New products	61	0.6		52	0.5		71	0.7		89	1.0	
Others	429	4.4		430	4.4		446	4.4		455	4.9	
Subsidiaries & other sales	19	0.2		14	0.2		21	0.2		10	0.1	
Total	9,679	100.0		9,856	100.0		10,218	100.0		9,345	100.0	

Results by period FY2014

	Fiscal 2014 Results			Fiscal 2015 Results			Fiscal 2016 Results			Fiscal 2017 Results			Fiscal 2018 Results			Fiscal 2019 Results			Fiscal 2020 Results			Fiscal 2021 Results			Fiscal 2022 Results			Fiscal 2023 Results		
	Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total		Amount	% of total	
Kit products	18,877	53.6		20,259	55.4		21,124	57.3		21,493	58.2		21,829	59.5		22,484	60.4		21,187	58.0		22,557	61.3		24,164	62.0		25,503	65.2	
Other non-woven products	10,011	28.4		9,728	26.6		9,406	25.5		9,186	24.9		8,888	24.2		8,678	23.3		9,283	25.4		8,230	22.4		8,014	20.6		7,452	19.1	
Mekkin bag	2,668	7.6		2,698	7.4		2,665	7.2		2,634	7.1		2,541	6.9		2,530	6.8		2,401	6.6		2,453	6.7		2,580	6.6		2,538	6.5	
Other nonwovens	1,450	4.1		1,416	3.9		1,390	3.8		1,332	3.6		1,259	3.4		1,521	4.1		1,680	4.6		1,497	4.1		2,109	5.4		1,503	3.8	
New products	177	0.5		463	1.3		224	0.6		261	0.7		184	0.5		166	0.4		190	0.5		216	0.6		266	0.7		274	0.7	
Others	1,963	5.6		1,935	5.3		1,965	5.3		1,919	5.2		1,868	5.1		1,751	4.7		1,699	4.7		1,737	4.7		1,771	4.5		1,761	4.5	
Subsidiaries & other sales	85	0.2		68	0.2		82	0.2		90	0.2		86	0.2		99	0.3		62	0.2		85	0.2		73	0.2		66	0.2	
Total	35,233	100.0		36,568	100.0		36,859	100.0		36,918	100.0		36,658	100.0		37,232	100.0		36,504	100.0		36,778	100.0		38,981	100.0		39,100	100.0	

Comparison of main Products and product grouping

main products	Product Grouping
Kit products	Surgical products
Non-woven products	Surgical products
Mekkin bag	Sterilization products
Other non-woven products	Surgical products
New products	Surgical products,Treatment products
Others	Sterilization products,Treatment products
Subsidiaries & other sales	Others