

Fact Sheet - FY2025

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(Millions of yen)	FY2023					FY2024					FY2025					FY2026 Forecasts
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	
Business performance																
Sales	33,989	35,797	37,628	36,031	143,446	37,674	38,415	40,121	38,596	154,807	37,829	40,418	43,507	41,679	163,434	168,500
Overseas sales ratio	48.4%	47.8%	46.9%	46.4%	47.4%	51.3%	50.0%	47.6%	46.5%	48.8%	49.5%	46.9%	47.5%	48.1%	48.0%	
Gross profit	13,673	15,018	15,842	14,582	59,117	15,604	15,513	16,728	15,624	63,470	15,332	16,103	17,038	16,856	65,331	
Gross profit margin	40.2%	42.0%	42.1%	40.5%	41.2%	41.4%	40.4%	41.7%	40.5%	41.0%	40.5%	39.8%	39.2%	40.4%	40.0%	
Selling, general and administrative expenses	11,513	12,558	12,375	12,286	48,733	12,740	12,598	12,641	13,148	51,129	12,973	13,361	13,466	14,488	54,289	
Operating income	2,160	2,460	3,467	2,295	10,383	2,864	2,914	4,086	2,475	12,341	2,359	2,741	3,571	2,368	11,041	11,700
Operating income margin	6.4%	6.9%	9.2%	6.4%	7.2%	7.6%	7.6%	10.2%	6.4%	8.0%	6.2%	6.8%	8.2%	5.7%	6.8%	6.9%
EBITDA *1	3,389	3,708	4,724	3,633	15,456	4,174	4,271	5,534	3,903	17,884	3,768	4,246	5,060	3,952	17,028	18,100
EBITDA margin	10.0%	10.4%	12.6%	10.1%	10.8%	11.1%	11.1%	13.8%	10.1%	11.6%	10.0%	10.5%	11.6%	9.5%	10.4%	10.7%
Profit attributable to owners of parent	1,304	686	2,814	-1,241	3,565	1,197	1,830	2,564	1,558	7,151	1,211	1,841	2,052	-18	5,086	7,400
Effective tax rate	29.4%	28.0%	13.9%	-	25.8%	41.0%	16.8%	31.5%	42.2%	32.8%	30.6%	27.2%	37.1%	-	37.2%	
Financial position																
Total assets	125,170	125,193	128,172	132,457	132,457	138,941	132,050	141,120	139,757	139,757	140,162	140,656	149,465	145,459	145,459	
Interest-bearing debt *2	15,430	14,618	17,796	17,734	17,734	17,782	17,490	20,901	19,578	19,578	20,218	18,734	19,157	17,352	17,352	
Net assets	69,565	71,302	71,627	74,085	74,085	78,828	75,545	79,314	80,237	80,237	81,145	83,656	89,056	89,585	89,585	
Research and development	1,078	1,159	1,122	1,073	4,434	1,211	1,089	1,028	1,202	4,531	1,125	1,067	1,254	1,344	4,792	4,900
Capital expenditures	1,740	2,989	1,561	1,950	8,241	2,105	1,945	2,467	1,440	7,959	2,534	1,774	1,971	1,624	7,904	11,000
Depreciation	1,191	1,213	1,221	1,300	4,926	1,270	1,319	1,411	1,412	5,414	1,405	1,501	1,485	1,580	5,973	6,385
Amortization of goodwill	37	34	36	37	146	38	38	36	14	127	3	3	3	3	14	15
Cash flow																
Cash flow from operating activities	1,827	2,820	2,539	5,375	12,563	2,944	3,239	3,595	2,691	12,471	1,851	4,225	4,378	2,817	13,273	
Cash flow from investing activities	-2,812	-2,128	-676	-2,317	-7,934	-2,994	-2,073	-2,683	-456	-8,208	-2,085	-2,026	-2,038	-1,965	-8,117	
Cash flow from financing activities	-1,747	-871	1,875	-1,008	-1,751	-1,475	-16	1,225	-1,810	-2,077	-978	-1,917	-1,021	-2,217	-6,134	
Foreign currency translation adjustments on cash and cash equivalents	717	-30	-702	488	473	823	-1,295	797	-728	-403	4	332	977	214	1,529	
Cash and cash equivalents at end of year	18,737	18,527	21,564	24,102	24,102	23,399	23,254	26,188	25,883	25,883	24,674	25,289	27,585	26,434	26,434	
Per share data (yen)																
EPS					110.02					220.39					156.69	227.94
BPS					2,199.41					2,357.76					2,627.77	
DPS		36		37	73		37		38	75		38		38	76	80
Financial indicators																
ROE					5.2%					9.7%					6.3%	8.4%
ROIC *3					8.5%					9.3%					7.7%	7.6%
ROA					7.0%					8.2%					6.9%	
Equity ratio	53.7%	55.0%	53.8%	53.8%	53.8%	54.2%	54.9%	53.9%	54.8%	54.8%	55.1%	56.7%	56.7%	58.6%	58.6%	
Debt-equity ratio *4	23.0%	21.2%	25.8%	24.9%	24.9%	23.6%	24.1%	27.5%	25.6%	25.6%	26.2%	23.5%	22.6%	20.3%	20.3%	
Dividend payout ratio					66.4%					34.0%					48.5%	35.1%
DOE					3.5%					3.3%					3.1%	3.0%
Other information																
Number of employees (excl. temporary staff/end of quarter) *5	5,654	5,693	5,726	5,744	5,744	5,767	5,865	5,940	5,986	5,986	5,988	6,035	6,002	6,012	6,012	
Japan	1,994	2,012	2,026	2,029	2,029	2,043	2,045	2,051	2,062	2,062	2,087	2,105	2,111	2,099	2,099	
Overseas	3,660	3,681	3,700	3,715	3,715	3,724	3,820	3,889	3,924	3,924	3,901	3,930	3,891	3,913	3,913	

*1 EBITDA = Operating income + Depreciation + Amortization of goodwill

*2 Including lease obligations

*3 Operating income x [1 minus deemed corporate tax rate] / Average of [Equity capital + Interest-bearing debt]

*4 Interest-bearing debt / Equity capital

*5 From Q4 FY2025, employee headcount excludes executive officers.

Fact Sheet - FY2025

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(Millions of yen)	FY2023					FY2024					FY2025					FY2026 Forecasts
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	
Segment information																
Sales (consolidated)	33,989	35,797	37,628	36,031	143,446	37,674	38,415	40,121	38,596	154,807	37,829	40,418	43,507	41,679	163,434	168,500
Auto-ID Solutions Business	33,989	35,797	37,628	36,031	143,446	37,674	38,415	40,121	38,596	154,807	37,829	40,418	43,507	41,679	163,434	168,500
Overseas	16,452	17,104	17,648	16,725	67,931	19,321	19,223	19,104	17,937	75,587	18,737	18,944	20,648	20,064	78,396	82,000
Base Business	11,776	11,806	12,422	12,064	48,069	13,355	12,806	13,329	13,141	52,632	12,628	13,022	13,915	14,267	53,833	
Primary Labels	4,676	5,297	5,226	4,661	19,862	5,966	6,416	5,775	4,796	22,955	6,109	5,922	6,733	5,797	24,562	
Japan	17,536	18,692	19,980	19,305	75,514	18,353	19,191	21,016	20,658	79,220	19,091	21,473	22,858	21,614	85,038	86,500
Operating income (consolidated)	2,160	2,460	3,467	2,295	10,383	2,864	2,914	4,086	2,475	12,341	2,359	2,741	3,571	2,368	11,041	11,700
Auto-ID Solutions Business	1,959	2,452	3,417	2,139	9,968	2,772	3,076	4,230	2,306	12,385	2,494	2,663	3,613	2,349	11,119	11,700
Overseas	2,169	2,346	2,490	1,238	8,243	2,586	2,303	2,405	1,183	8,478	1,629	1,626	1,782	666	5,704	6,200
Base Business	1,003	679	1,340	523	3,546	1,277	1,053	1,200	785	4,317	1,118	1,133	1,147	423	3,822	
Primary Labels	1,118	1,509	1,136	775	4,540	1,301	1,290	1,198	409	4,199	561	468	658	281	1,970	
Eliminations	47	157	12	-60	156	7	-40	6	-11	-38	-50	24	-23	-38	-88	
Japan	-210	106	927	901	1,724	186	773	1,824	1,123	3,906	864	1,036	1,830	1,682	5,415	5,500
Eliminations	201	7	49	156	415	92	-162	-143	169	-43	-134	78	-41	19	-78	
Sales by vertical information (Japan)																
Manufacturing	5,296	5,657	5,998	5,980	22,932	5,202	5,557	6,260	7,030	24,051	5,633	6,021	6,292	7,212	25,159	
Logistics	3,998	4,183	4,479	4,256	16,918	4,141	4,334	4,684	4,370	17,530	4,410	5,438	5,927	4,806	20,583	
Retail *6	2,366	2,399	2,613	2,706	10,086	2,777	2,809	3,207	2,705	11,500	2,938	3,244	3,140	2,758	12,082	
Health Care	2,166	2,472	2,709	2,485	9,834	2,268	2,486	2,581	2,716	10,052	2,233	2,477	2,736	2,863	10,311	
Food & Beverage	1,852	2,049	2,243	1,975	8,120	2,062	2,131	2,298	1,893	8,386	1,899	2,026	2,511	2,112	8,549	
Exchange rate (YTD average)																
USD/JPY	137.49	141.05	143.32	144.58	144.58	155.85	152.78	152.64	152.62	152.62	144.59	146.02	148.71	150.67	150.67	150
EUR/JPY	149.58	153.45	155.32	156.74	156.74	167.84	166.06	164.89	163.87	163.87	163.80	168.05	171.83	174.63	174.63	175

*6 ex-Retail/Apparel