

(Millions of yen)	FY2016					FY2017					FY2018			FY2018 Forecasts As of 2 Nov.
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	1H	
Business performance														
Sales	25,341	25,742	27,656	27,562	106,302	26,799	28,024	30,192	28,367	113,383	28,118	28,371	56,489	117,000
Overseas sales ratio	38.9%	35.4%	35.9%	36.4%	36.6%	37.9%	37.7%	37.3%	38.2%	37.8%	39.2%	38.0%	38.6%	
Gross profit	10,821	10,939	11,405	11,855	45,022	11,360	12,352	12,677	12,265	48,655	12,332	12,562	24,894	
Gross profit margin	42.7%	42.5%	41.2%	43.0%	42.4%	42.4%	44.1%	42.0%	43.2%	42.9%	43.9%	44.3%	44.1%	
Selling, general and administrative expenses	9,774	9,333	9,768	10,040	38,917	10,509	10,647	10,557	10,691	42,405	10,858	10,692	21,550	
Operating income	1,047	1,605	1,636	1,815	6,104	851	1,704	2,119	1,573	6,249	1,473	1,869	3,343	7,600
Operating income margin	4.1%	6.2%	5.9%	6.6%	5.7%	3.2%	6.1%	7.0%	5.5%	5.5%	5.2%	6.6%	5.9%	6.5%
EBITDA *1	2,318	2,842	2,944	3,190	11,296	2,261	3,057	3,502	2,993	11,814	2,866	3,229	6,096	13,300
EBITDA margin	9.2%	11.0%	10.6%	11.6%	10.6%	8.4%	10.9%	11.6%	10.6%	10.4%	10.2%	11.4%	10.8%	11.4%
Profit attributable to owners of parent	453	1,053	1,218	495	3,221	337	2,075	1,152	509	4,074	781	1,138	1,919	4,300
Effective tax rate	43.6%	30.1%	36.8%	56.0%	39.9%	74.6%	36.0%	42.4%	-5.7%	39.5%	44.0%	35.6%	39.3%	
Financial position														
Total assets	93,368	93,000	103,074	104,280	104,280	103,929	106,501	107,307	106,447	106,447	103,846	105,536	105,536	
Interest-bearing debt *2	15,546	14,732	17,737	17,004	17,004	17,510	16,410	15,901	16,794	16,794	15,983	16,198	16,198	
Net assets	49,088	49,606	53,799	54,217	54,217	53,722	56,882	57,300	56,225	56,225	54,899	56,681	56,681	
Research and development	622	578	567	619	2,387	588	823	777	805	2,994	822	865	1,688	3,500
Capital expenditures	871	2,467	678	1,706	5,723	2,320	2,449	1,896	2,378	9,044	1,584	933	2,517	7,000
Depreciation	972	954	1,007	1,061	3,996	1,043	1,054	1,080	1,129	4,307	1,105	1,080	2,186	4,600
Amortization of goodwill	299	282	299	313	1,195	366	298	302	291	1,258	287	279	566	1,100
Cash flow														
Cash flow from operating activities	2,321	2,460	2,104	3,881	10,769	393	451	1,402	3,936	6,184	1,642	2,772	4,414	
Cash flow from investing activities	-857	-2,155	-708	-4,994	-8,716	-1,065	1,298	-1,709	-2,027	-3,504	-1,417	-1,036	-2,453	
Cash flow from financing activities	-1,329	-932	1,803	-886	-1,343	-988	-1,087	-1,543	160	-3,458	-2,025	156	-1,868	
Foreign currency translation adjustments on cash and cash equivalents	-885	-89	940	-130	-164	136	216	93	-398	47	-135	154	19	
Cash and cash equivalents at end of quarter	15,462	14,746	18,886	16,757	16,757	15,233	16,112	14,354	16,026	16,026	14,090	16,137	16,137	
Per share data (yen)														
EPS					96.07					121.54				128.16
BPS					1,579.53					1,634.69				
DPS		30		30	60		32		33	65		35	35	70
Financial indicators														
ROE					6.2%					7.6%				7.7%
ROIC *3					6.2%					6.1%				
ROA					5.4%					5.6%				
Equity ratio	51.5%	52.2%	51.0%	50.8%	50.8%	50.5%	52.0%	52.0%	51.5%	51.5%	51.6%	52.5%	52.5%	
Debt-equity ratio *4	32.4%	30.3%	33.7%	32.1%	32.1%	33.4%	29.6%	28.5%	30.6%	30.6%	29.8%	29.2%	29.2%	

(Millions of yen)	FY2016					FY2017					FY2018			FY2018 Forecasts As of 2 Nov.
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	1H	
Segment information														
Sales (consolidated)	25,341	25,742	27,656	27,562	106,302	26,799	28,024	30,192	28,367	113,383	28,118	28,371	56,489	117,000
Auto-ID Solutions Business	25,321	25,712	27,628	27,547	106,210	26,717	27,945	30,137	28,267	113,068	27,992	28,266	56,259	116,600
Overseas	9,845	9,112	9,939	10,029	38,926	10,087	10,517	11,224	10,755	42,585	10,910	10,686	21,597	44,600
Base Business	7,895	7,321	8,114	8,078	31,411	7,925	8,356	8,987	8,696	33,964	8,730	8,421	17,152	
Primary Labels	1,949	1,790	1,824	1,951	7,515	2,161	2,161	2,237	2,059	8,620	2,180	2,264	4,444	
Japan	15,475	16,600	17,688	17,517	67,283	16,630	17,428	18,912	17,511	70,482	17,081	17,579	34,661	72,000
IDP Business	19	29	28	14	92	82	78	54	100	315	125	104	230	400
Operating income (consolidated)	1,047	1,605	1,636	1,815	6,104	851	1,704	2,119	1,573	6,249	1,473	1,869	3,343	7,600
Auto-ID Solutions Business	1,052	1,629	1,691	1,848	6,221	1,232	2,075	2,515	1,873	7,697	1,777	2,274	4,051	9,200
Overseas	710	401	275	263	1,650	369	730	663	102	1,865	553	667	1,220	2,800
Base Business	486	270	301	162	1,221	340	681	701	25	1,749	477	538	1,015	
Primary Labels	163	115	-9	55	325	46	26	-19	78	131	112	146	259	
Eliminations	60	16	-17	45	103	-18	22	-17	-1	-15	-36	-17	-54	
Japan	341	1,228	1,415	1,585	4,571	862	1,345	1,851	1,771	5,831	1,224	1,606	2,831	6,400
IDP Business	-53	-51	-53	-81	-240	-319	-425	-338	-342	-1,426	-303	-372	-676	-1,600
Eliminations	48	26	0	48	122	-60	54	-57	42	-21	0	-31	-31	0
Sales by vertical information (Japan)														
Manufacturing	4,499	5,155	5,174	5,274	20,103	4,914	5,263	5,615	5,752	21,546	5,217	5,623	10,840	
Logistics	3,869	3,983	4,242	3,982	16,078	3,940	4,288	4,661	3,947	16,838	4,099	4,138	8,237	
Retail	1,777	1,833	2,110	2,051	7,772	1,909	1,865	2,294	1,813	7,883	2,016	1,967	3,983	
Health Care	1,723	1,899	1,887	2,037	7,547	1,722	1,933	2,047	2,097	7,801	1,806	1,825	3,632	
Foods & Beverage	1,518	1,573	1,672	1,508	6,273	1,560	1,586	1,770	1,453	6,371	1,584	1,641	3,226	
Public	416	432	805	864	2,518	805	693	723	693	2,915	583	595	1,179	
Other information														
Number of employees (excl. temporary staff/end of quarter)	4,954	4,979	4,983	5,012	5,012	5,091	5,141	5,094	5,076	5,076	5,149	5,235	5,235	
Exchange rate (YTD average)														
USD/JPY	108.04	105.19	106.59	108.34	108.34	111.09	111.04	111.68	110.85	110.85	109.09	110.26	110.26	110
EUR/JPY	121.88	118.03	117.97	118.74	118.74	122.26	126.31	128.55	129.65	129.65	130.03	129.78	129.78	130

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

*2 Including lease obligations

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

*4 Interest-bearing debt / Equity capital