

(Millions of yen)	FY2016					FY2017					FY2018			FY2017	FY2018	FY2018 Forecasts
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q3 cumulative	Q3 cumulative	As of 2 Nov.
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	30,272	85,016	86,761	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%	38.1%	37.6%	38.4%	
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	12,835	36,389	37,730	
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%	42.4%	42.8%	43.5%	
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	10,735	31,714	32,286	
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	2,100	4,675	5,444	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%	6.9%	5.5%	6.3%	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	3,532	8,821	9,628	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%	11.7%	10.4%	11.1%	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	1,158	3,565	3,078	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%	40.4%	43.1%	39.7%	
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	104,908	107,307	104,908	
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	15,916	15,901	15,916	
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	55,252	57,300	55,252	
Research and development	622	578	567	619	2,387	588	823	777	805	2,994	822	865	852	2,188	2,541	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	984	6,665	3,502	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	1,149	3,178	3,335	4,600
Amortization of goodwill	299	282	299	313	1,195	366	298	302	291	1,258	287	279	282	967	848	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	2,151	2,247	6,566	
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	-860	-1,476	-3,314	
Cash flow from financing activities	-1,329	-932	1,803	-886	-1,343	-988	-1,087	-1,543	160	-3,458	-2,025	156	-1,476	-3,619	-3,345	
Foreign currency translation adjustments on cash and cash equivalents	-885	-89	940	-130	-164	136	216	93	-398	47	-135	154	-248	446	-229	
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	15,703	14,354	15,703	
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		32	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%	51.5%	52.0%	51.5%	
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%	29.4%	28.5%	29.4%	

(Millions of yen)	FY2016					FY2017					FY2018			FY2017	FY2018	FY2018 Forecasts
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q3 cumulative	Q3 cumulative	As of 2 Nov.
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	30,272	85,016	86,761	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	30,156	84,801	86,415	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	11,419	31,829	33,017	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	9,118	25,268	26,270	
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	2,301	6,561	6,746	
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	18,736	52,971	53,397	72,000
IDP Business	19	29	28	14	92	82	78	54	100	315	125	104	116	215	346	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	2,100	4,675	5,444	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	2,534	5,823	6,586	9,200
Overseas	710	401	275	263	1,650	369	730	663	102	1,865	553	667	674	1,763	1,894	2,800
Base Business	486	270	301	162	1,221	340	681	701	25	1,749	477	538	678	1,724	1,694	
Primary Labels	163	115	-9	55	325	46	26	-19	78	131	112	146	12	52	271	
Eliminations	60	16	-17	45	103	-18	22	-17	-1	-15	-36	-17	-16	-13	-70	
Japan	341	1,228	1,415	1,585	4,571	862	1,345	1,851	1,771	5,831	1,224	1,606	1,860	4,059	4,691	6,400
IDP Business	-53	-51	-53	-81	-240	-319	-425	-338	-342	-1,426	-303	-372	-337	-1,083	-1,013	-1,600
Eliminations	48	26	0	48	122	-60	54	-57	42	-21	0	-31	-96	-63	-128	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	5,923	15,793	16,763	
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	4,471	12,890	12,709	
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	2,165	6,069	6,148	
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	2,118	5,703	5,750	
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	1,742	4,918	4,969	
Public	416	432	805	864	2,518	805	693	723	693	2,915	583	595	610	2,221	1,789	
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	5,301	5,094	5,301	
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	111.14	111.68	111.14	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	129.46	128.55	129.46	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