

|  | FY2018  |         |         |         |          | FY2019  |         |         |         |          | FY2020 |        |         |         |          | FY2021  |         | FY2021  | FY2021 Forecasts<br>As of 10 Nov. |
|--|---------|---------|---------|---------|----------|---------|---------|---------|---------|----------|--------|--------|---------|---------|----------|---------|---------|---------|-----------------------------------|
|  | 1Q      | 2Q      | 3Q      | 4Q      | FY       | 1Q      | 2Q      | 3Q      | 4Q      | FY       | 1Q     | 2Q     | 3Q      | 4Q      | FY       | 1Q      | 2Q      | 1H      |                                   |
| <b>Business performance</b>  |         |         |         |         |          |         |         |         |         |          |        |        |         |         |          |         |         |         |                                   |
| Sales  | 28,118  | 28,371  | 30,272  | 29,417  | 116,179  | 28,463  | 29,411  | 29,928  | 28,569  | 116,372  | 23,651 | 26,221 | 29,398  | 29,781  | 109,052  | 30,177  | 30,084  | 60,261  | 122,000                           |
| Overseas sales ratio   | 39.2%   | 38.0%   | 38.1%   | 35.3%   | 37.6%    | 38.5%   | 36.8%   | 37.5%   | 35.0%   | 36.9%    | 33.5%  | 39.0%  | 37.6%   | 37.9%   | 37.1%    | 42.8%   | 41.1%   | 42.0%   |                                   |
| Gross profit   | 12,332  | 12,562  | 12,835  | 12,946  | 50,676   | 12,298  | 12,830  | 12,840  | 12,209  | 50,179   | 9,877  | 10,977 | 12,461  | 12,419  | 45,735   | 12,544  | 12,010  | 24,554  |                                   |
| Gross profit margin  | 43.9%   | 44.3%   | 42.4%   | 44.0%   | 43.6%    | 43.2%   | 43.6%   | 42.9%   | 42.7%   | 43.1%    | 41.8%  | 41.9%  | 42.4%   | 41.7%   | 41.9%    | 41.6%   | 39.9%   | 40.7%   |                                   |
| Selling, general and administrative expenses                             | 10,858  | 10,692  | 10,735  | 10,711  | 42,997   | 10,784  | 10,802  | 10,737  | 10,394  | 42,718   | 9,491  | 9,893  | 10,153  | 10,349  | 39,888   | 10,838  | 10,936  | 21,774  |                                   |
| Operating income   | 1,473   | 1,869   | 2,100   | 2,235   | 7,679    | 1,514   | 2,028   | 2,103   | 1,815   | 7,461    | 385    | 1,084  | 2,307   | 2,069   | 5,847    | 1,706   | 1,073   | 2,779   | 6,400                             |
| Operating income margin  | 5.2%    | 6.6%    | 6.9%    | 7.6%    | 6.6%     | 5.3%    | 6.9%    | 7.0%    | 6.4%    | 6.4%     | 1.6%   | 4.1%   | 7.8%    | 6.9%    | 5.4%     | 5.7%    | 3.6%    | 4.6%    | 5.2%                              |
| EBITDA *1  | 2,866   | 3,229   | 3,532   | 3,621   | 13,250   | 2,978   | 3,509   | 3,608   | 3,279   | 13,376   | 1,507  | 2,142  | 3,379   | 3,133   | 10,163   | 2,798   | 2,176   | 4,974   | 10,800                            |
| EBITDA margin  | 10.2%   | 11.4%   | 11.7%   | 12.3%   | 11.4%    | 10.5%   | 11.9%   | 12.1%   | 11.5%   | 11.5%    | 6.4%   | 8.2%   | 11.5%   | 10.5%   | 9.3%     | 9.3%    | 7.2%    | 8.3%    | 8.9%                              |
| Profit attributable to owners of parent                                  | 781     | 1,138   | 1,158   | 695     | 3,773    | 842     | 2,038   | 1,276   | -6,039  | -1,882   | 213    | 3,036  | 8,354   | 1,355   | 12,959   | 1,085   | 762     | 1,848   | 4,000                             |
| Effective tax rate   | 44.0%   | 35.6%   | 40.4%   | 51.5%   | 42.4%    | 31.8%   | 24.3%   | 36.6%   | -       | 410.7%   | 53.0%  | -      | 31.4%   | 19.6%   | 9.6%     | 28.6%   | 21.3%   | 25.7%   |                                   |
| <b>Financial position</b>  |         |         |         |         |          |         |         |         |         |          |        |        |         |         |          |         |         |         |                                   |
| Total assets   | 103,846 | 105,536 | 104,908 | 107,574 | 107,574  | 107,716 | 105,488 | 109,588 | 103,147 | 103,147  | 99,866 | 99,497 | 107,519 | 109,312 | 109,312  | 111,411 | 111,994 | 111,994 |                                   |
| Interest-bearing debt *2   | 15,983  | 16,198  | 15,916  | 15,960  | 15,960   | 18,885  | 16,743  | 16,205  | 18,425  | 18,425   | 18,474 | 18,326 | 15,726  | 15,428  | 15,428   | 15,307  | 15,413  | 15,413  |                                   |
| Net assets   | 54,899  | 56,681  | 55,252  | 56,668  | 56,668   | 55,282  | 56,318  | 57,966  | 48,823  | 48,823   | 48,634 | 50,893 | 58,556  | 59,462  | 59,462   | 60,074  | 60,925  | 60,925  |                                   |
| Research and development   | 822     | 865     | 852     | 919     | 3,460    | 871     | 828     | 815     | 862     | 3,377    | 774    | 734    | 704     | 832     | 3,046    | 806     | 1,008   | 1,814   | 3,900                             |
| Capital expenditures   | 1,584   | 933     | 984     | 1,299   | 4,801    | 1,193   | 946     | 1,142   | 552     | 3,835    | 1,312  | 725    | 1,912   | 980     | 4,931    | 890     | 803     | 1,694   | 8,000                             |
| Depreciation   | 1,105   | 1,080   | 1,149   | 1,154   | 4,489    | 1,240   | 1,268   | 1,285   | 1,249   | 5,043    | 1,064  | 1,001  | 1,018   | 1,008   | 4,092    | 1,033   | 1,043   | 2,076   | 4,150                             |
| Amortization of goodwill   | 287     | 279     | 282     | 232     | 1,081    | 224     | 212     | 219     | 215     | 871      | 57     | 56     | 54      | 55      | 223      | 58      | 59      | 117     | 250                               |
| <b>Cash flow</b>   |         |         |         |         |          |         |         |         |         |          |        |        |         |         |          |         |         |         |                                   |
| Cash flow from operating activities                                      | 1,642   | 2,772   | 2,151   | 2,799   | 9,365    | 857     | 3,992   | 3,155   | 3,255   | 11,259   | -1,209 | 2,967  | 3,375   | 672     | 5,806    | 865     | 1,560   | 2,426   |                                   |
| Cash flow from investing activities                                      | -1,417  | -1,036  | -860    | -1,898  | -5,212   | -857    | 22      | -1,030  | -583    | -2,449   | -618   | -947   | 12,170  | -10,706 | -102     | -1,008  | -784    | -1,792  |                                   |
| Cash flow from financing activities                                      | -2,025  | 156     | -1,476  | -188    | -3,534   | 830     | -2,374  | -2,392  | 2,624   | -1,311   | -1,447 | -304   | -4,132  | -1,247  | -7,131   | -1,495  | -486    | -1,982  |                                   |
| Foreign currency translation adjustments on cash and cash equivalents    | -135    | 154     | -248    | 14      | -214     | -257    | -191    | 290     | -468    | -626     | 80     | -63    | 152     | 459     | 629      | 97      | -79     | 18      |                                   |
| Increase in cash and cash equivalents from newly consolidated subsidiary |         |         |         |         |          | 76      |         |         |         | 76       |        |        |         |         |          |         |         | 0       |                                   |
| Cash and cash equivalents at end of year                                 | 14,090  | 16,137  | 15,703  | 16,430  | 16,430   | 17,079  | 18,528  | 18,550  | 23,379  | 23,379   | 20,183 | 21,835 | 33,402  | 22,580  | 22,580   | 21,039  | 21,249  | 21,249  |                                   |
| <b>Per share data (yen)</b>  |         |         |         |         |          |         |         |         |         |          |        |        |         |         |          |         |         |         |                                   |
| EPS  |         |         |         |         | 112.46   |         |         |         |         | -56.06   |        |        |         |         | 385.86   |         |         |         | 118.92                            |
| BPS  |         |         |         |         | 1,649.86 |         |         |         |         | 1,423.30 |        |        |         |         | 1,735.04 |         |         |         |                                   |
| DPS  |         | 35      |         | 35      | 70       |         | 36      |         | 34      | 70       |        | 35     |         | 35      | 70       |         | 35      |         | 70                                |
| <b>Financial indicators</b>  |         |         |         |         |          |         |         |         |         |          |        |        |         |         |          |         |         |         |                                   |
| ROE  |         |         |         |         | 6.9%     |         |         |         |         | -3.6%    |        |        |         |         | 24.4%    |         |         |         | 6.7%                              |
| ROIC *3  |         |         |         |         | 7.5%     |         |         |         |         | 7.5%     |        |        |         |         | 5.8%     |         |         |         | 6.0%                              |
| ROA  |         |         |         |         | 7.1%     |         |         |         |         | 6.2%     |        |        |         |         | 5.2%     |         |         |         |                                   |
| Equity ratio   | 51.6%   | 52.5%   | 51.5%   | 51.5%   | 51.5%    | 50.1%   | 52.1%   | 51.6%   | 46.3%   | 46.3%    | 47.5%  | 50.1%  | 53.4%   | 53.3%   | 53.3%    | 52.8%   | 53.2%   | 53.2%   |                                   |
| Debt-equity ratio *4   | 29.8%   | 29.2%   | 29.4%   | 28.8%   | 28.8%    | 35.0%   | 30.4%   | 28.7%   | 38.6%   | 38.6%    | 38.9%  | 36.7%  | 27.4%   | 26.5%   | 26.5%    | 26.0%   | 25.9%   | 25.9%   |                                   |

\*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

| (Millions of yen)  | FY2018 |        |        |        |         | FY2019 |        |        |        |         | FY2020 |        |        |        |         | FY2021 |        | FY2021 | FY2021 Forecasts<br>As of 10 Nov. |
|--|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|--------|--------|--------|-----------------------------------|
|  | 1Q     | 2Q     | 3Q     | 4Q     | FY      | 1Q     | 2Q     | 3Q     | 4Q     | FY      | 1Q     | 2Q     | 3Q     | 4Q     | FY      | 1Q     | 2Q     | 1H     |                                   |
| <b>Segment information</b>                                 |        |        |        |        |         |        |        |        |        |         |        |        |        |        |         |        |        |        |                                   |
| Sales (consolidated)                                       | 28,118 | 28,371 | 30,272 | 29,417 | 116,179 | 28,463 | 29,411 | 29,928 | 28,569 | 116,372 | 23,651 | 26,221 | 29,398 | 29,781 | 109,052 | 30,177 | 30,084 | 60,261 | 122,000                           |
| Auto-ID Solutions Business                                 | 27,992 | 28,266 | 30,156 | 29,336 | 115,751 | 28,363 | 29,317 | 29,827 | 28,500 | 116,009 | 23,575 | 26,160 | 29,398 | 29,781 | 108,916 | 30,177 | 30,084 | 60,261 | 122,000                           |
| Overseas   | 10,910 | 10,686 | 11,419 | 10,298 | 43,316  | 10,867 | 10,739 | 11,118 | 9,922  | 42,648  | 7,844  | 10,168 | 11,045 | 11,290 | 40,349  | 12,929 | 12,354 | 25,284 | 50,000                            |
| Base Business  | 8,730  | 8,421  | 9,118  | 8,359  | 34,630  | 8,539  | 8,286  | 8,758  | 7,794  | 33,378  | 5,755  | 7,779  | 8,499  | 8,976  | 31,010  | 10,023 | 9,399  | 19,423 |                                   |
| Primary Labels   | 2,180  | 2,264  | 2,301  | 1,939  | 8,685   | 2,328  | 2,453  | 2,360  | 2,128  | 9,270   | 2,089  | 2,389  | 2,546  | 2,313  | 9,339   | 2,905  | 2,955  | 5,860  |                                   |
| Japan  | 17,081 | 17,579 | 18,736 | 19,037 | 72,435  | 17,495 | 18,578 | 18,709 | 18,578 | 73,360  | 15,730 | 15,991 | 18,352 | 18,490 | 68,566  | 17,248 | 17,729 | 34,977 | 72,000                            |
| IDP Business   | 125    | 104    | 116    | 81     | 427     | 100    | 94     | 100    | 68     | 363     | 75     | 60     | 0      | 0      | 136     | 0      | 0      | 0      |                                   |
| Operating income (consolidated)                            | 1,473  | 1,869  | 2,100  | 2,235  | 7,679   | 1,514  | 2,028  | 2,103  | 1,815  | 7,461   | 385    | 1,084  | 2,307  | 2,069  | 5,847   | 1,706  | 1,073  | 2,779  | 6,400                             |
| Auto-ID Solutions Business                                 | 1,777  | 2,274  | 2,534  | 2,635  | 9,221   | 1,878  | 2,360  | 2,471  | 2,047  | 8,757   | 476    | 1,132  | 2,213  | 2,083  | 5,906   | 1,760  | 1,001  | 2,762  | 6,300                             |
| Overseas   | 553    | 667    | 674    | 344    | 2,239   | 560    | 595    | 772    | 349    | 2,277   | 77     | 683    | 1,043  | 880    | 2,684   | 1,175  | 698    | 1,873  | 3,400                             |
| Base Business  | 477    | 538    | 678    | 478    | 2,172   | 577    | 517    | 740    | 348    | 2,184   | -26    | 423    | 727    | 733    | 1,857   | 894    | 447    | 1,342  |                                   |
| Primary Labels   | 112    | 146    | 12     | -107   | 163     | -33    | 61     | 61     | 6      | 94      | 100    | 245    | 270    | 139    | 756     | 266    | 220    | 486    |                                   |
| Eliminations   | -36    | -17    | -16    | -25    | -96     | 16     | 16     | -29    | -5     | -2      | 3      | 14     | 45     | 6      | 70      | 14     | 29     | 44     |                                   |
| Japan  | 1,224  | 1,606  | 1,860  | 2,291  | 6,982   | 1,318  | 1,765  | 1,698  | 1,697  | 6,479   | 399    | 448    | 1,170  | 1,203  | 3,221   | 585    | 303    | 888    | 2,900                             |
| IDP Business   | -303   | -372   | -337   | -407   | -1,421  | -394   | -343   | -317   | -261   | -1,317  | -70    | -77    | 0      | 0      | -148    | 0      | 0      | 0      |                                   |
| Eliminations   | 0      | -31    | -96    | 7      | -120    | 29     | 11     | -50    | 29     | 20      | -20    | 30     | 93     | -13    | 89      | -54    | 72     | 17     |                                   |
| <b>Sales by vertical information (Japan)</b>               |        |        |        |        |         |        |        |        |        |         |        |        |        |        |         |        |        |        |                                   |
| Manufacturing  | 5,147  | 5,550  | 5,762  | 6,063  | 22,524  | 5,426  | 5,584  | 5,452  | 5,626  | 22,090  | 4,138  | 4,247  | 4,964  | 5,596  | 18,946  | 4,802  | 4,996  | 9,799  |                                   |
| Logistics  | 3,511  | 3,542  | 3,838  | 3,797  | 14,689  | 3,570  | 3,743  | 3,759  | 3,728  | 14,801  | 3,168  | 3,185  | 3,748  | 3,650  | 13,753  | 3,586  | 3,587  | 7,174  |                                   |
| Retail *5  | 2,339  | 2,288  | 2,545  | 2,419  | 9,592   | 2,502  | 2,487  | 2,494  | 2,097  | 9,582   | 2,423  | 2,443  | 2,814  | 2,614  | 10,296  | 2,683  | 2,636  | 5,319  |                                   |
| Health Care  | 1,846  | 1,891  | 2,187  | 2,315  | 8,240   | 1,884  | 2,357  | 2,393  | 2,228  | 8,863   | 1,676  | 1,922  | 2,201  | 2,221  | 8,022   | 1,911  | 2,066  | 3,978  |                                   |
| Food & Beverage  | 1,873  | 1,920  | 2,080  | 1,844  | 7,718   | 1,961  | 2,075  | 2,216  | 1,973  | 8,227   | 1,840  | 1,787  | 2,116  | 1,839  | 7,583   | 1,881  | 1,696  | 3,577  |                                   |
| Public   | 588    | 599    | 618    | 741    | 2,547   | 411    | 536    | 568    | 1,070  | 2,587   | 650    | 554    | 624    | 679    | 2,507   | 535    | 831    | 1,367  |                                   |
| <b>Other information</b>                                   |        |        |        |        |         |        |        |        |        |         |        |        |        |        |         |        |        |        |                                   |
| Number of employees (excl. temporary staff/end of quarter) | 5,149  | 5,235  | 5,301  | 5,307  | 5,307   | 5,415  | 5,421  | 5,430  | 5,429  | 5,429   | 5,429  | 5,371  | 5,404  | 5,451  | 5,451   | 5,542  | 5,583  | 5,583  |                                   |
| <b>Exchange rate (YTD average)</b>                         |        |        |        |        |         |        |        |        |        |         |        |        |        |        |         |        |        |        |                                   |
| USD/JPY  | 109.09 | 110.26 | 111.14 | 110.92 | 110.92  | 109.90 | 108.60 | 108.64 | 108.69 | 108.69  | 107.63 | 106.92 | 106.11 | 106.10 | 106.10  | 109.51 | 109.81 | 109.81 | 110                               |
| EUR/JPY  | 130.03 | 129.78 | 129.46 | 128.44 | 128.44  | 123.49 | 121.40 | 121.02 | 120.79 | 120.79  | 118.59 | 121.33 | 122.43 | 123.75 | 123.75  | 131.93 | 130.88 | 130.88 | 131                               |

\*5 ex-Retail/Apparel