

(Millions of yen)	FY2018					FY2019					FY2020					FY2021			FY2020	FY2021	FY2021 Forecasts
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	Q3 cumulative	Q3 cumulative	As of 10 Nov.
Business performance																					
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	32,126	79,271	92,388	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%	42.9%	36.8%	42.3%	
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	12,763	33,316	37,317	
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%	39.7%	42.0%	40.4%	
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	10,799	29,538	32,574	
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	1,963	3,777	4,743	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%	6.1%	4.8%	5.1%	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	3,112	7,030	8,087	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%	9.7%	8.9%	8.8%	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	1,103	11,604	2,952	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%	40.4%	8.3%	31.9%	
Financial position																					
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	115,422	107,519	115,422	
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	16,063	15,726	16,063	
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	61,733	58,556	61,733	
Research and development	822	865	852	919	3,460	871	828	815	862	3,377	774	734	704	832	3,046	806	1,008	1,001	2,213	2,815	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	1,417	3,950	3,111	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	1,089	3,084	3,166	4,150
Amortization of goodwill	287	279	282	232	1,081	224	212	219	215	871	57	56	54	55	223	58	59	59	168	176	250
Cash flow																					
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	-60	5,133	2,365	
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	-841	10,603	-2,634	
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	-1,470	-5,883	-3,452	
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	323	169	341	
Increase in cash and cash equivalents from newly consolidated subsidiary						76				76					0				0	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	19,200	33,402	19,200	
Per share data (yen)																					
EPS					112.46					-56.06					385.86						119.09
BPS					1,649.86					1,423.30					1,735.04						
DPS		35		35	70		36		34	70		35		35	70		35		35	35	70
Financial indicators																					
ROE					6.9%					-3.6%					24.4%						6.8%
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%	52.3%	53.4%	52.3%	
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%	26.6%	27.4%	26.6%	

*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			FY2020	FY2021	FY2021 Forecasts
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	Q3 cumulative	Q3 cumulative	As of 10 Nov.
Segment information																					
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	32,126	79,271	92,388	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	32,126	79,135	92,388	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	13,788	29,059	39,072	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	10,578	22,034	30,002	
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	3,209	7,025	9,070	
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	18,337	50,075	53,315	72,000
IDP Business	125	104	116	81	427	100	94	100	68	363	75	60	0	0	136	0	0	0	136	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	1,963	3,777	4,743	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	1,903	3,822	4,665	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	1,101	1,804	2,975	3,400
Base Business	477	538	678	478	2,172	577	517	740	348	2,184	-26	423	727	733	1,857	894	447	900	1,124	2,242	
Primary Labels	112	146	12	-107	163	-33	61	61	6	94	100	245	270	139	756	266	220	186	616	673	
Eliminations	-36	-17	-16	-25	-96	16	16	-29	-5	-2	3	14	45	6	70	14	29	14	63	58	
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	801	2,018	1,690	2,900
IDP Business	-303	-372	-337	-407	-1,421	-394	-343	-317	-261	-1,317	-70	-77	0	0	-148	0	0	0	-148	0	
Eliminations	0	-31	-96	7	-120	29	11	-50	29	20	-20	30	93	-13	89	-54	72	60	103	78	100
Sales by vertical information (Japan)																					
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	5,434	13,350	15,234	
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	3,901	10,102	11,076	
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	2,430	7,682	7,750	
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	2,114	5,800	6,092	
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	1,934	5,743	5,512	
Public	588	599	618	741	2,547	411	536	568	1,070	2,587	650	554	624	679	2,507	535	831	559	1,828	1,927	
Other information																					
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	5,665	5,404	5,665	
Exchange rate (YTD average)																					
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	111.13	106.11	111.13	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	130.59	122.43	130.59	131

*5 ex-Retail/Apparel