

## Fact Sheet - FY2022 Q3 (1/2)

(Millions of yen)	FY2019					FY2020					FY2021					FY2022			FY2022	FY2022 Forecasts
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	Q3 cumulative	As of 10 Feb.
<b>Business performance</b>																				
Sales	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	32,395	124,783	33,686	36,777	37,871	108,334	143,000
Overseas sales ratio	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%	41.4%	42.1%	48.7%	50.3%	49.2%	49.4%	
Gross profit	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	13,080	50,398	12,623	15,034	15,393	43,051	
Gross profit margin	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%	40.4%	40.4%	37.5%	40.9%	40.6%	39.7%	
Selling, general and administrative expenses	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	11,420	43,994	11,798	12,082	12,088	35,970	
Operating income	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	1,660	6,404	824	2,951	3,304	7,081	9,500
Operating income margin	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%	5.1%	5.1%	2.4%	8.0%	8.7%	6.5%	6.6%
EBITDA *1	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	2,773	10,861	2,125	4,266	4,599	10,991	14,600
EBITDA margin	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%	8.6%	8.7%	6.3%	11.6%	12.1%	10.1%	10.2%
Profit attributable to owners of parent	842	2,038	1,276	-6,039	-1,882	213	3,036	8,354	1,355	12,959	1,085	762	1,103	841	3,794	1,195	2,033	1,887	5,116	4,600
Effective tax rate	31.8%	24.3%	36.6%	-	410.7%	53.0%	-	31.4%	19.6%	9.6%	28.6%	21.3%	40.4%	39.1%	33.6%	25.4%	24.7%	20.9%	23.6%	
<b>Financial position</b>																				
Total assets	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	120,005	120,005	129,479	129,804	123,028	123,028	
Interest-bearing debt *2	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	15,817	15,817	16,886	16,554	15,944	15,944	
Net assets	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	64,508	64,508	71,031	72,236	66,972	66,972	
Research and development	871	828	815	862	3,377	774	734	704	832	3,046	806	1,008	1,001	1,128	3,944	1,107	1,096	1,202	3,406	4,500
Capital expenditures	1,193	946	1,142	552	3,835	1,312	725	1,912	980	4,931	890	803	1,417	1,888	4,999	1,599	1,177	1,480	4,257	5,300
Depreciation	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	1,053	4,220	1,224	1,234	1,213	3,672	4,800
Amortization of goodwill	224	212	219	215	871	57	56	54	55	223	58	59	59	59	236	76	80	80	237	300
<b>Cash flow</b>																				
Cash flow from operating activities	857	3,992	3,155	3,255	11,259	-1,209	2,967	3,375	672	5,806	865	1,560	-60	937	3,302	-122	957	1,291	2,126	
Cash flow from investing activities	-857	22	-1,030	-583	-2,449	-618	-947	12,170	-10,706	-102	-1,008	-784	-841	-1,103	-3,738	1,671	1,307	1,599	4,578	
Cash flow from financing activities	830	-2,374	-2,392	2,624	-1,311	-1,447	-304	-4,132	-1,247	-7,131	-1,495	-486	-1,470	-535	-3,987	-1,473	-2,268	-1,495	-5,237	
Foreign currency translation adjustments on cash and cash equivalents	-257	-191	290	-468	-626	80	-63	152	459	629	97	-79	323	641	983	759	108	-692	175	
Increase in cash and cash equivalents from newly consolidated subsidiary	76				76					0									0	
Cash and cash equivalents at end of year	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	19,140	19,140	19,975	20,079	20,783	20,783	
<b>Per share data (yen)</b>																				
EPS					-56.06					385.86					112.74					138.48
BPS					1,423.30					1,735.04					1,874.97					
DPS		36		34	70		35		35	70		35		35	70		36		36	72
<b>Financial indicators</b>																				
ROE					-3.6%					24.4%					6.3%					7.3%
ROIC *3					7.5%					5.8%					5.8%					8.4%
ROA					6.2%					5.2%					5.3%					
Equity ratio	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%	52.6%	52.6%	52.6%	53.5%	52.7%	52.7%	
Debt-equity ratio *4	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%	25.1%	25.1%	24.8%	23.8%	24.6%	24.6%	

\*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

## Fact Sheet - FY2022 Q3 (2/2)

(Millions of yen)	FY2019					FY2020					FY2021					FY2022			FY2022	FY2022 Forecasts
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	Q3 cumulative	As of 10 Feb.
<b>Segment information</b>																				
Sales (consolidated)	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	32,395	124,783	33,686	36,777	37,871	108,334	143,000
Auto-ID Solutions Business	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	32,395	124,783	33,686	36,777	37,871	108,334	143,000
Overseas	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	13,423	52,496	16,394	18,483	18,626	53,504	69,000
Base Business	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	10,206	40,208	11,706	12,901	12,574	37,181	
Primary Labels	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	3,217	12,287	4,688	5,582	6,051	16,322	
Japan	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	18,971	72,287	17,291	18,294	19,244	54,829	74,000
IDP Business	100	94	100	68	363	75	60	0	0	136	0	0	0	0	0	0	0	0	0	
Operating income (consolidated)	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	1,660	6,404	824	2,951	3,304	7,081	9,500
Auto-ID Solutions Business	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	1,685	6,350	910	3,051	3,746	7,709	10,000
Overseas	560	595	772	349	2,277	77	683	1,043	880	2,684	1,175	698	1,101	1,003	3,978	919	2,109	2,637	5,666	6,900
Base Business	577	517	740	348	2,184	-26	423	727	733	1,857	894	447	900	502	2,745	701	1,147	1,338	3,187	
Primary Labels	-33	61	61	6	94	100	245	270	139	756	266	220	186	544	1,218	254	966	1,398	2,618	
Eliminations	16	16	-29	-5	-2	3	14	45	6	70	14	29	14	-43	14	-36	-3	-99	-139	
Japan	1,318	1,765	1,698	1,697	6,479	399	448	1,170	1,203	3,221	585	303	801	682	2,372	-8	941	1,108	2,042	3,100
IDP Business	-394	-343	-317	-261	-1,317	-70	-77	0	0	-148	0	0	0	0	0	0	0	0	0	
Eliminations	29	11	-50	29	20	-20	30	93	-13	89	-54	72	60	-24	53	-86	-100	-441	-627	-500
<b>Sales by vertical information (Japan)</b>																				
Manufacturing	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	5,753	20,987	5,014	5,271	5,353	15,639	
Logistics	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	3,604	14,681	3,391	3,588	3,953	10,933	
Retail *5	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	2,413	10,163	2,495	2,604	2,614	7,714	
Health Care	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	2,918	9,011	2,091	2,179	2,426	6,697	
Food & Beverage	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	1,809	7,321	1,850	1,898	2,173	5,922	
Public	411	536	568	1,070	2,587	650	554	624	679	2,507	535	831	559	528	2,455	527	1,027	990	2,546	
<b>Other information</b>																				
Number of employees (excl. temporary staff/end of quarter)	5,415	5,421	5,430	5,429	5,429	5,429	5,371	5,404	5,451	5,451	5,542	5,583	5,671	5,656	5,656	5,667	5,624	5,651	5,651	
<b>Exchange rate (YTD average)</b>																				
USD/JPY	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	112.39	112.39	129.72	134.03	136.49	136.49	134
EUR/JPY	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	130.54	130.54	138.25	138.76	140.60	140.60	138

\*5 ex-Retail/Apparel