

Fact Sheet - FY2023 Q3 (1/2)

(Millions of yen)	FY2020					FY2021					FY2022					FY2023			FY2023	FY2023 Forecasts As of 9 Feb.
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	Q3 cumulative	
Business performance																				
Sales	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	34,489	142,824	33,989	35,797	37,628	107,415	144,000
Overseas sales ratio	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%	43.9%	48.1%	48.4%	47.8%	46.9%	47.7%	
Gross profit	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	13,633	56,684	13,673	15,018	15,842	44,535	
Gross profit margin	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%	39.5%	39.7%	40.2%	42.0%	42.1%	41.5%	
Selling, general and administrative expenses	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	11,873	47,843	11,513	12,558	12,375	36,447	
Operating income	385	1,084	2,307	2,069	5,847	1,706	1,073	1,963	1,660	6,404	824	2,951	3,304	1,760	8,841	2,160	2,460	3,467	8,087	9,900
Operating income margin	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%	5.1%	6.2%	6.4%	6.9%	9.2%	7.5%	6.9%
EBITDA *1	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	2,970	13,961	3,389	3,708	4,724	11,822	15,000
EBITDA margin	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%	8.6%	9.8%	10.0%	10.4%	12.6%	11.0%	10.4%
Profit attributable to owners of parent	213	3,036	8,354	1,355	12,959	1,085	762	1,103	841	3,794	1,195	2,033	1,887	-932	4,184	1,304	686	2,814	4,806	5,600
Effective tax rate	53.0%	-	31.4%	19.6%	9.6%	28.6%	21.3%	40.4%	39.1%	33.6%	25.4%	24.7%	20.9%	-	30.6%	29.4%	28.0%	13.9%	21.3%	
Financial position																				
Total assets	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	122,858	122,858	125,170	125,193	128,172	128,172	
Interest-bearing debt *2	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	15,600	15,600	15,430	14,618	17,796	17,796	
Net assets	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	67,694	67,694	69,565	71,302	71,627	71,627	
Research and development	774	734	704	832	3,046	806	1,008	1,001	1,128	3,944	1,107	1,096	1,202	1,238	4,644	1,078	1,159	1,122	3,360	4,600
Capital expenditures	1,312	725	1,912	980	4,931	890	803	1,417	1,888	4,999	1,599	1,177	1,480	2,100	6,357	1,740	2,989	1,561	6,291	8,000
Depreciation	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	1,182	4,855	1,191	1,213	1,221	3,625	4,950
Amortization of goodwill	57	56	54	55	223	58	59	59	59	236	76	80	80	27	264	37	34	36	109	150
Cash flow																				
Cash flow from operating activities	-1,209	2,967	3,375	672	5,806	865	1,560	-60	937	3,302	-122	957	1,291	3,063	5,190	1,827	2,820	2,539	7,188	
Cash flow from investing activities	-618	-947	12,170	-10,706	-102	-1,008	-784	-841	-1,103	-3,738	1,671	1,307	1,599	-2,288	2,290	-2,812	-2,128	-676	-5,617	
Cash flow from financing activities	-1,447	-304	-4,132	-1,247	-7,131	-1,495	-486	-1,470	-535	-3,987	-1,473	-2,268	-1,495	-1,071	-6,309	-1,747	-871	1,875	-742	
Foreign currency translation adjustments on	80	-63	152	459	629	97	-79	323	641	983	759	108	-692	263	438	717	-30	-702	-15	
Cash and cash equivalents at end of year	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	20,751	20,751	18,737	18,527	21,564	21,564	
Per share data (yen)																				
EPS					385.86					112.74					126.66					172.83
BPS					1,735.04					1,874.97					2,020.83					
DPS		35		35	70		35		35	70		36		36	72		36		36	72
Financial indicators																				
ROE					24.4%					6.3%					6.5%					8.3%
ROIC *3					5.8%					5.8%					7.7%					8.1%
ROA					5.2%					5.3%					7.5%					
Equity ratio	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%	53.3%	53.3%	53.7%	55.0%	53.8%	53.8%	
Debt-equity ratio *4	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%	23.8%	23.8%	23.0%	21.2%	25.8%	25.8%	

*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 - FY2023 Q3 (2/2)

(Millions of yen)	FY2021					FY2022					FY2023					FY2023			FY2023	FY2023 Forecasts As of 9 Feb.
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	Q3 cumulative	
Segment information																				
Sales (consolidated)	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	34,489	142,824	33,989	35,797	37,628	107,415	144,000
Auto-ID Solutions Business	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	34,489	142,824	33,989	35,797	37,628	107,415	144,000
Overseas	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	15,153	68,657	16,452	17,104	17,648	51,205	68,000
Base Business	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	10,659	47,841	11,840	11,877	12,498	36,216	
Primary Labels	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	4,493	20,816	4,612	5,226	5,150	14,989	
Japan	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	19,336	74,166	17,536	18,692	19,980	56,209	76,000
IDP Business	75	60	0	0	136	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Operating income (consolidated)	385	1,084	2,307	2,069	5,847	1,706	1,073	1,963	1,660	6,404	824	2,951	3,304	1,760	8,841	2,160	2,460	3,467	8,087	9,900
Auto-ID Solutions Business	476	1,132	2,213	2,083	5,906	1,760	1,001	1,903	1,685	6,350	910	3,051	3,746	2,039	9,748	1,959	2,452	3,417	7,829	9,700
Overseas	77	683	1,043	880	2,684	1,175	698	1,101	1,003	3,978	919	2,109	2,637	1,445	7,111	2,169	2,346	2,490	7,005	8,000
Base Business	-26	423	727	733	1,857	894	447	900	502	2,745	701	1,147	1,338	416	3,604	1,008	689	1,345	3,043	
Primary Labels	100	245	270	139	756	266	220	186	544	1,218	254	966	1,398	1,101	3,719	1,113	1,499	1,131	3,744	
Eliminations	3	14	45	6	70	14	29	14	-43	14	-36	-3	-99	-72	-212	47	157	12	217	
Japan	399	448	1,170	1,203	3,221	585	303	801	682	2,372	-8	941	1,108	594	2,637	-210	106	927	823	1,700
IDP Business	-70	-77	0	0	-148	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Eliminations	-20	30	93	-13	89	-54	72	60	-24	53	-86	-100	-441	-279	-907	201	7	49	258	200
Other information																				
Manufacturing	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	5,395	21,035	4,833	5,246	5,573	15,652	
Logistics	3,394	3,476	4,102	4,056	15,030	3,909	3,958	4,181	3,854	15,902	3,638	3,867	4,278	4,211	15,995	3,979	4,164	4,460	12,604	
Retail *5	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	2,830	10,544	2,348	2,381	2,594	7,324	
Health Care	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	2,607	9,304	2,164	2,468	2,705	7,338	
Food & Beverage	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	1,843	7,765	1,840	2,037	2,229	6,107	
Public	424	262	270	272	1,230	213	461	280	278	1,233	232	445	386	394	1,459	426	374	387	1,188	
Other information																				
Number of employees (excl. temporary staff/end of quarter)	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	5,637	5,637	5,654	5,693	5,726	5,726	
Exchange rate (YTD average)																				
USD/JPY	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	135.49	135.49	137.49	141.05	143.32	143.32	143
EUR/JPY	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	140.98	140.98	149.58	153.45	155.32	155.32	155

*5 ex-Retail/Apparel