

Fact Sheet - Q1 FY2024 (1/2)

| (Millions of yen) | FY2021 | | | | | FY2022 | | | | | FY2023 | | | | | FY2024 | FY2024 Forecasts |
|---|---------|---------|---------|---------|----------|---------|---------|---------|---------|----------|---------|---------|---------|---------|----------|---------|------------------|
| | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | |
| Business performance | | | | | | | | | | | | | | | | | |
| Sales | 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 | 36,031 | 143,446 | 37,674 | 151,000 |
| Overseas sales ratio | 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% | 46.4% | 47.4% | 51.3% | |
| Gross profit | 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 | 14,582 | 59,117 | 15,604 | |
| Gross profit margin | 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% | 40.5% | 41.2% | 41.4% | |
| Selling, general and administrative expenses | 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 | 12,286 | 48,733 | 12,740 | |
| Operating income | 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 | 2,295 | 10,383 | 2,864 | 10,400 |
| Operating income margin | 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% | 6.4% | 7.2% | 7.6% | 6.9% |
| EBITDA *1 | 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 | 3,633 | 15,456 | 4,174 | 15,900 |
| EBITDA margin | 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% | 10.1% | 10.8% | 11.1% | 10.5% |
| Profit attributable to owners of parent | 1,085 | 762 | 1,103 | 841 | 3,794 | 1,195 | 2,033 | 1,887 | -932 | 4,184 | 1,304 | 686 | 2,814 | -1,241 | 3,565 | 1,197 | 6,400 |
| Effective tax rate | 28.6% | 21.3% | 40.4% | 39.1% | 33.6% | 25.4% | 24.7% | 20.9% | - | 30.6% | 29.4% | 28.0% | 13.9% | - | 25.8% | 41.0% | |
| Financial position | | | | | | | | | | | | | | | | | |
| Total assets | 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 | 132,457 | 132,457 | 138,941 | |
| Interest-bearing debt *2 | 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 | 17,734 | 17,734 | 17,782 | |
| Net assets | 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 | 74,085 | 74,085 | 78,828 | |
| Research and development | 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 | 1,073 | 4,434 | 1,211 | 4,600 |
| Capital expenditures | 890 | 803 | 1,417 | 1,888 | 4,999 | 1,599 | 1,177 | 1,480 | 2,100 | 6,357 | 1,740 | 2,989 | 1,561 | 1,950 | 8,241 | 2,105 | 8,000 |
| Depreciation | 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 | 1,300 | 4,926 | 1,270 | 5,350 |
| Amortization of goodwill | 58 | 59 | 59 | 59 | 236 | 76 | 80 | 80 | 27 | 264 | 37 | 34 | 36 | 37 | 146 | 38 | 150 |
| Cash flow | | | | | | | | | | | | | | | | | |
| Cash flow from operating activities | 865 | 1,560 | -60 | 937 | 3,302 | -122 | 957 | 1,291 | 3,063 | 5,190 | 1,827 | 2,820 | 2,539 | 5,375 | 12,563 | 2,944 | |
| Cash flow from investing activities | -1,008 | -784 | -841 | -1,103 | -3,738 | 1,671 | 1,307 | 1,599 | -2,288 | 2,290 | -2,812 | -2,128 | -676 | -2,317 | -7,934 | -2,994 | |
| Cash flow from financing activities | -1,495 | -486 | -1,470 | -535 | -3,987 | -1,473 | -2,268 | -1,495 | -1,071 | -6,309 | -1,747 | -871 | 1,875 | -1,008 | -1,751 | -1,475 | |
| Foreign currency translation adjustments on cash and cash equivalents | 97 | -79 | 323 | 641 | 983 | 759 | 108 | -692 | 263 | 438 | 717 | -30 | -702 | 488 | 473 | 823 | |
| Cash and cash equivalents at end of year | 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 | 24,102 | 24,102 | 23,399 | |
| Per share data (yen) | | | | | | | | | | | | | | | | | |
| EPS | | | | | 112.74 | | | | | 126.66 | | | | | 110.02 | | 197.49 |
| BPS | | | | | 1,874.97 | | | | | 2,020.83 | | | | | 2,199.41 | | |
| DPS | | 35 | | 35 | 70 | | 36 | | 36 | 72 | | 36 | | 37 | 73 | | 74 |
| Financial indicators | | | | | | | | | | | | | | | | | |
| ROE | | | | | 6.3% | | | | | 6.5% | | | | | 5.2% | | 8.7% |
| ROIC *3 | | | | | 5.8% | | | | | 7.7% | | | | | 8.5% | | 7.9% |
| ROA | | | | | 5.3% | | | | | 7.5% | | | | | 7.0% | | |
| Equity ratio | 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% | 53.8% | 54.2% | |
| Debt-equity ratio *4 | 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% | 24.9% | 24.9% | 23.6% | |

*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 - Q1 FY2024 (2/2)

| (Millions of yen) | FY2021 | | | | | FY2022 | | | | | FY2023 | | | | | FY2024 | FY2024 Forecasts |
|--|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|--------|------------------|
| | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | 2Q | 3Q | 4Q | FY | 1Q | |
| Segment information | | | | | | | | | | | | | | | | | |
| Sales (consolidated) | 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 | 36,031 | 143,446 | 37,674 | 151,000 |
| Auto-ID Solutions Business | 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 | 36,031 | 143,446 | 37,674 | 151,000 |
| Overseas | 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 | 16,725 | 67,931 | 19,321 | 72,000 |
| Base Business | 9,979 | 9,359 | 10,534 | 10,153 | 40,026 | 11,637 | 12,833 | 12,509 | 10,606 | 47,586 | 11,776 | 11,806 | 12,422 | 12,064 | 48,069 | 13,355 | |
| Primary Labels | 2,950 | 2,995 | 3,253 | 3,270 | 12,470 | 4,757 | 5,649 | 6,117 | 4,546 | 21,071 | 4,676 | 5,297 | 5,226 | 4,661 | 19,862 | 5,966 | |
| Japan | 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 | 19,305 | 75,514 | 18,353 | 79,000 |
| Operating income (consolidated) | 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 | 2,295 | 10,383 | 2,864 | 10,400 |
| Auto-ID Solutions Business | 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 | 2,139 | 9,968 | 2,772 | 10,400 |
| Overseas | 1,175 | 698 | 1,101 | 1,003 | 3,978 | 919 | 2,109 | 2,637 | 1,445 | 7,111 | 2,169 | 2,346 | 2,490 | 1,238 | 8,243 | 2,586 | 6,700 |
| Base Business | 892 | 447 | 900 | 498 | 2,738 | 693 | 1,140 | 1,335 | 417 | 3,586 | 1,003 | 679 | 1,340 | 523 | 3,546 | 1,277 | |
| Primary Labels | 267 | 221 | 186 | 548 | 1,225 | 262 | 972 | 1,402 | 1,100 | 3,737 | 1,118 | 1,509 | 1,136 | 775 | 4,540 | 1,301 | |
| Eliminations | 14 | 29 | 14 | -43 | 14 | -36 | -3 | -99 | -72 | -212 | 47 | 157 | 12 | -60 | 156 | 7 | |
| Japan | 585 | 303 | 801 | 682 | 2,372 | -8 | 941 | 1,108 | 594 | 2,637 | -210 | 106 | 927 | 901 | 1,724 | 186 | 3,700 |
| Eliminations | -54 | 72 | 60 | -24 | 53 | -86 | -100 | -441 | -279 | -907 | 201 | 7 | 49 | 156 | 415 | 92 | |
| Sales by vertical information (Japan) | | | | | | | | | | | | | | | | | |
| Manufacturing | 4,823 | 5,020 | 5,458 | 5,777 | 21,079 | 5,041 | 5,299 | 5,382 | 5,426 | 21,149 | 4,865 | 5,279 | 5,607 | 5,635 | 21,388 | 4,899 | |
| Logistics | 3,923 | 3,973 | 4,196 | 3,870 | 15,963 | 3,654 | 3,883 | 4,295 | 4,228 | 16,063 | 3,998 | 4,183 | 4,479 | 4,256 | 16,918 | 4,141 | |
| Retail *5 | 2,691 | 2,645 | 2,440 | 2,422 | 10,200 | 2,505 | 2,615 | 2,625 | 2,846 | 10,592 | 2,366 | 2,399 | 2,613 | 2,706 | 10,086 | 2,777 | |
| Health Care | 1,912 | 2,067 | 2,116 | 2,921 | 9,018 | 2,095 | 2,184 | 2,429 | 2,610 | 9,319 | 2,166 | 2,472 | 2,709 | 2,485 | 9,834 | 2,268 | |
| Food & Beverage | 1,889 | 1,704 | 1,943 | 1,818 | 7,356 | 1,861 | 1,910 | 2,184 | 1,855 | 7,812 | 1,852 | 2,049 | 2,243 | 1,975 | 8,120 | 2,062 | |
| Public | 216 | 464 | 283 | 282 | 1,246 | 235 | 448 | 389 | 398 | 1,473 | 430 | 378 | 390 | 344 | 1,544 | 303 | |
| Other information | | | | | | | | | | | | | | | | | |
| Number of employees (excl. temporary staff/end of quarter) | 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 | 5,744 | 5,744 | 5,772 | |
| Exchange rate (YTD average) | | | | | | | | | | | | | | | | | |
| USD/JPY | 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 | 144.58 | 144.58 | 155.85 | 145 |
| EUR/JPY | 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 | 156.74 | 156.74 | 167.84 | 155 |

*5 ex-Retail/Apparel