# **Financial Summary**

## Consolidated Financial Results for the Nine Months Ended Dec 31, 2015 (Q3 FY2015)

Jan 29, 2016

(Amounts of less than one million yen are rounded down to the nearest million yen.)

### 1. Consolidated Financial Results for Q3 FY2015 (Apr. 1, 2015 - Dec. 31, 2015)

## (1) Consolidated Operating Results (Cumulative)

(Percentage shows year-on-year changes)

|                   | Net Sales   |     | Operating In | ncome  | Ordinary Income |       | Profit attributable to |        |
|-------------------|-------------|-----|--------------|--------|-----------------|-------|------------------------|--------|
|                   | Net Sales   |     | Operating in | icome  |                 |       | owners of parent       |        |
| Nine Months Ended | Million yen | %   | Million yen  | %      | Million yen     | %     | Million yen            | %      |
| Dec. 31, 2015     | 13,055      | 6.0 | 1,928        | 62.5   | 2,123           | 54.3  | 1,537                  | 67.0   |
| Dec. 31, 2014     | 12,316      | 5.8 | 1,186        | (13.9) | 1,376           | (8.0) | 920                    | (20.0) |

(Note) Comprehensive income;

Nine months ended Dec. 31, 2015: 1,541 million yen 48.0% Nine months ended Dec. 31, 2014: 1,041 million yen (23.0%)

|                   | Net Income per Share | Net Income per Share |
|-------------------|----------------------|----------------------|
|                   | (basic)              | (diluted)            |
| Nine Months Ended | Yen                  | Yen                  |
| Dec. 31, 2015     | 48.21                | 47.94                |
| Dec. 31, 2014     | 28.94                | 28.76                |

### (2) Consolidated Financial Position

|               | Total Assets | Net Assets  | Equity Ratio |
|---------------|--------------|-------------|--------------|
| As of         | Million yen  | Million yen | %            |
| Dec. 30, 2015 | 35,913       | 27,270      | 75.3         |
| Mar. 31, 2015 | 34,086       | 26,264      | 76.6         |

(Reference) Shareholders' Equity; As of Dec. 31, 2015: 27,027 Million yen As of Mar. 31, 2015: 26,101 Million yen

### 2. Dividends

|                    | Dividend per Share |                 |                 |          |        |  |
|--------------------|--------------------|-----------------|-----------------|----------|--------|--|
| (Base date)        | 1st quarter-end    | 2nd quarter-end | 3rd quarter-end | Year-end | Annual |  |
|                    | Yen                | Yen             | Yen             | Yen      | Yen    |  |
| FY 2014            | _                  | 8.50            | _               | 10.00    | 18.50  |  |
| FY 2015            | _                  | 10.00           |                 |          |        |  |
| FY 2015 (Forecast) |                    |                 | _               | 10.00    | 20.00  |  |

(Note) Revisions of the latest forecast of dividends: None

## 3. Consolidated Forecasts for the Fiscal Year Ending March 31, 2016 (Apr. 1, 2015 - Mar. 31, 2016)

(Percentage figures for the fiscal year represent the changes from the previous year)

|                           | Net Sales   |     | Operating In | Operating Income C |                   | Ordinary Income |                  | Profit attributable to |           |
|---------------------------|-------------|-----|--------------|--------------------|-------------------|-----------------|------------------|------------------------|-----------|
|                           | Tiet Bales  | ,   | operating in | icome              | e Ordinary meonic |                 | owners of parent |                        | per Share |
|                           | Million yen | %   | Million yen  | %                  | Million yen       | %               | Million yen      | %                      | Yen       |
| Year ending Mar. 31, 2016 | 17,700      | 5.0 | 2,270        | 12.7               | 2,550             | 9.0             | 1,770            | 5.2                    | 55.60     |

(Note) Revisions of the latest forecast of consolidated operating performance: None

#### 4. Others

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in consolidation scope): None
- (2) Application of the accounting method peculiar to quarterly consolidated financial statements: None
- (3) Changes and revisions/restatements in accounting principles and accounting estimates

① Changes associated with changes in accounting standards : Yes

② Changes in accounting principles other than ① : None

3 Changes in accounting estimates : None

④ Revisions/restatements : None

- (4) Number of shares outstanding (common stock)
  - ① Number of shares outstanding at the end of the period (including treasury stocks):

As of Dec. 31, 2015 32,421,577 shares As of Mar. 31, 2015 32,421,577 shares

② Number of shares of treasury stock at the end of the period:

As of Dec. 31, 2015 521,102 shares As of Mar. 31, 2015 537,694 shares

③ Average number of shares outstanding during the period:

Apr. -Dec. 2015 31,893,599 shares Apr. -Dec. 2014 31,822,880 shares

## \* Information regarding the implementation of quarterly review procedures

These quarterly financial results are not subject to quarterly review procedures. At the time of disclosure of these financial results, the quarterly consolidated Financial statement review procedures based on the Financial Instruments and Exchange Law of Japan are in progress.

\* Explanations and other special notes concerning the appropriate use of business performance forecasts

The forward-looking statements such as a result forecasts in this document are based on the information available to the Company at the time of the announcement and on certain assumptions considered reasonable, which are inherently speculative and cannot be guaranteed by the Company. Actual results may differ materially from the forecast depending on various factors.

# 2. Consolidated Financial Statements

# (1) Consolidated Balance Sheets

| Consolidated Balance Sheets         | As of March 31, 2015 | As of Dec 31, 2015 |
|-------------------------------------|----------------------|--------------------|
| ssets                               |                      |                    |
| Current assets                      |                      |                    |
| Cash and deposits                   | 1,137,461            | 1,390,10           |
| Notes and accounts receivable-trade | 5,203,535            | 5,223,529          |
| Short-term investment securities    | 3,735,997            | 3,555,95           |
| Merchandise and finished goods      | 1,522,844            | 1,685,57           |
| Work in process                     | 1,163,508            | 1,276,90           |
| Raw materials and supplies          | 3,715,196            | 4,764,83           |
| Other                               | 712,494              | 763,56             |
| Allowance for doubtful accounts     | (12)                 | (3                 |
| Total current assets                | 17,191,026           | 18,660,47          |
| Noncurrent assets                   | 17,171,020           | 10,000,17          |
| Property, plant and equipment       |                      |                    |
| Buildings and structures, net       | 4,611,447            | 4,610,40           |
| Land                                | 3,882,338            | 3,882,33           |
| Construction in progress            | 135,011              | 175,82             |
| Other, net                          | 2,983,103            | 2,787,72           |
| Total property, plant and equipment | 11,611,900           | 11,456,28          |
| Intangible assets                   | 75,242               | 84,09              |
| Investments and other assets        | 70,212               | 0.,07              |
| Investment securities               | 3,891,136            | 4,428,55           |
| Other                               | 1,339,665            | 1,306,77           |
| Allowance for doubtful accounts     | (22,915)             | (22,915            |
| Total investments and other assets  | 5,207,886            | 5,712,41           |
| Total noncurrent assets             | 16,895,030           | 17,252,80          |
| Total assets                        | 34,086,056           | 35,913,27          |
| iabilities                          |                      | 22,522,23          |
| Current liabilities                 |                      |                    |
| Notes and accounts payable-trade    | 534,008              | 1,268,75           |
| Short-term loans payable            | 1,949,860            | 1,685,26           |
| Income taxes payable                | 76,894               | 502,00             |
| Provision for bonuses               | 389,552              | 217,47             |
| Provision for directors' bonuses    | 75,200               | 56,26              |
| Other                               | 2,109,424            | 2,341,69           |
| Total current liabilities           | 5,134,939            | 6,071,45           |
| Noncurrent liabilities              |                      | ,                  |
| Long-term loans payable             | 716,680              | 796,88             |
| Provision for loss on guarantees    | 374,920              | 362,70             |
| Provision for retirement benefits   | 457,021              | 504,94             |
| Other                               | 1,137,603            | 906,77             |
| Total noncurrent liabilities        | 2,686,225            | 2,571,31           |
| Total liabilities                   | 7,821,164            | 8,642,76           |

| (Continued)   |                      | Yen in thousands   |
|---|----------------------|--------------------|
| Consolidated Balance Sheets                           | As of March 31, 2015 | As of Dec 31, 2015 |
| Net assets  |                      |                    |
| Shareholders' equity                                  |                      |                    |
| Capital stock   | 9,061,866            | 9,061,866          |
| Capital surplus                                       | 10,949,502           | 10,961,049         |
| Retained earnings                                     | 5,780,476            | 6,678,342          |
| Treasury stock  | (571,078)            | (557,889)          |
| Total shareholders' equity                            | 25,220,767           | 26,143,369         |
| Accumulated other comprehensive income                |                      |                    |
| Valuation difference on available-for-sale securities | 732,890              | 729,405            |
| Deferred gains or losses on hedge                     | 11,077               | -                  |
| Foreign currency translation adjustments              | 235,928              | 224,948            |
| Remeasurements of defined benefit plans               | (99,363)             | (70,309)           |
| Total accumulated other comprehensive income          | 880,533              | 884,045            |
| Subscription rights to shares                         | 162,956              | 242,323            |
| Minority interests                                    | 634                  | 774                |
| Total net assets                                      | 26,264,892           | 27,270,511         |
| Total liabilities and net assets                      | 34,086,056           | 35,913,272         |

# (2) Consolidated Statements of Income

|  |                   | Yen in thousands  |  |  |
|--|-------------------|-------------------|--|--|
| Consolidated Statements of Income            | Nine months ended | Nine months ended |  |  |
| Consolidated Statements of Income            | Dec. 31, 2014     | Dec. 31, 2015     |  |  |
| Net sales                                    | 12,316,327        | 13,055,270        |  |  |
| Cost of sales                                | 4,226,810         | 4,600,996         |  |  |
| Gross profit                                 | 8,089,516         | 8,454,274         |  |  |
| Selling, general and administrative expenses | 6,903,078         | 6,525,985         |  |  |
| Operating income                             | 1,186,437         | 1,928,288         |  |  |
| Non-operating income                         |                   |                   |  |  |
| Interest income                              | 25,455            | 21,275            |  |  |
| Dividends income                             | 24,233            | 23,307            |  |  |
| Foreign exchange gain                        | 2,139             | -                 |  |  |
| Gain on redemption of securities             | 48,480            | 79,453            |  |  |
| Subsidy income                               | 60,354            | 98,224            |  |  |
| Reversal of allowance for doubtful accounts  | 48,952            | 9                 |  |  |
| Other  | 38,474            | 22,432            |  |  |
| Total non-operating income                   | 248,090           | 244,702           |  |  |
| Non-operating expenses                       |                   |                   |  |  |
| Interest expenses                            | 29,069            | 24,919            |  |  |
| Foreign exchange losses                      | <u>-</u>          | 6,096             |  |  |
| Loss on insurance cancellation               | -                 | 8,567             |  |  |
| Other  | 29,300            | 10,336            |  |  |
| Total non-operating expenses                 | 58,370            | 49,919            |  |  |
| Ordinary income                              | 1,376,158         | 2,123,071         |  |  |
| Extraordinary income                         |                   |                   |  |  |
| Reversal of provision for loss on guarantees | -                 | 12,215            |  |  |
| Total extraordinary income                   | -                 | 12,215            |  |  |
| Extraordinary loss                           |                   |                   |  |  |
| Loss on disposal of noncurrent assets        | 3,186             | 147               |  |  |
| Total extraordinary loss                     | 3,186             | 147               |  |  |
| Income before income taxes                   | 1,372,971         | 2,135,138         |  |  |
| Income taxes-current                         | 84,370            | 601,907           |  |  |
| Income taxes-deferred                        | 367,670           | (4,578)           |  |  |
| Total income taxes                           | 452,041           | 597,329           |  |  |
| Income before minority interests             | 920,929           | 1,537,809         |  |  |
| Minority interests in income                 | 101               | 139               |  |  |
| Net income                                   | 920,827           | 1,537,669         |  |  |

# (3) Consolidated Statements of Comprehensive Income

|  |                                 | Yen in thousands                |
|--|---------------------------------|---------------------------------|
| Consolidated Statements of Comprehensive Income                | Nine months ended Dec. 31, 2014 | Nine months ended Dec. 31, 2015 |
| Profit   | 920,929                         | 1,537,809                       |
| Other comprehensive income                                     |                                 |                                 |
| Valuation difference on available-for-sale securities          | 74,622                          | (3,485)                         |
| Deferred gains or losses on hedges                             | 8,972                           | (11,077)                        |
| Foreign currency translation adjustment                        | 11,497                          | (10,979)                        |
| Remeasurements of defined benefit plans                        | 25,391                          | 29,054                          |
| Total other comprehensive income                               | 120,484                         | 3,512                           |
| Comprehensive income   | 1,041,413                       | 1,541,321                       |
| Comprehensive income attributable to                           |                                 |                                 |
| Comprehensive income attributable to owners of the parent      | 1,041,312                       | 1,541,182                       |
| Comprehensive income attributable to non-controlling interests | 101                             | 139                             |

(4) Notes on Assumption of a Going Concern

None

(5) Notes on Significant Changes in Shareholders' Equity

None