

## Financial Data

### ● Changes in business results (consolidated / non-consolidated)

#### 1. Changes in financial indices (consolidated)

(Unit: million yen; ratio: %)

|                                      | Net sales     |              | Gross profit  |             | Selling, general and administrative expenses |               | Operating income |              | Non-operating expenses |             | Ordinary income |            | Profit      |          |               |             |   |              |            |          |            |
|--------------------------------------|---------------|--------------|---------------|-------------|--|---------------|------------------|--------------|------------------------|-------------|-----------------|------------|-------------|----------|---------------|-------------|---|--------------|------------|----------|------------|
|                                      |               | YoY          |               | Sales ratio | YoY  |               | Sales ratio      | YoY          |                        | Sales ratio | YoY             |            | Sales ratio | YoY      | Sales ratio   | YoY         | Ratio of consolidated to non-consolidated results |              |            |          |            |
| FY 2011 (ending in Feb. 2012)        | 71,376        | 91.4         | 18,752        | 26.3        | 89.5   | 18,039        | 25.3             | 92.7         | 712                    | 1.0         | 47.5            | -34        | -0.0        | -        | 678           | 1.0         | 46.5  | 4,126        | 5.8        | 312.9    | 1.0        |
| FY 2012 (ending in Feb. 2013)        | 71,563        | 100.3        | 18,712        | 26.1        | 99.8   | 17,664        | 24.7             | 97.9         | 1,047                  | 1.5         | 146.9           | 37         | 0.1         | -        | 1,085         | 1.5         | 159.9   | 600          | 0.8        | 14.5     | 0.7        |
| FY 2013 (ending in Feb. 2014)        | 75,488        | 105.5        | 19,539        | 25.9        | 104.4  | 18,016        | 23.9             | 102.0        | 1,522                  | 2.0         | 145.3           | 48         | 0.1         | 129.1    | 1,570         | 2.1         | 144.8   | 1,335        | 1.8        | 222.5    | 1.1        |
| FY 2014 (ending in Feb. 2015)        | 81,630        | 108.1        | 21,075        | 25.8        | 107.9  | 18,896        | 23.1             | 104.9        | 2,179                  | 2.7         | 143.1           | 94         | 0.1         | 196.3    | 2,274         | 2.8         | 144.8   | 1,304        | 1.6        | 97.7     | 1.1        |
| FY 2015 (ending in Feb. 2016)        | 92,914        | 113.8        | 23,148        | 24.9        | 109.8  | 20,457        | 22.0             | 108.3        | 2,691                  | 2.9         | 123.5           | 198        | 0.2         | 209.4    | 2,890         | 3.1         | 127.1   | 1,185        | 1.3        | 90.8     | 1.1        |
| FY 2016 (ending in Feb. 2017)        | 86,337        | 92.9         | 21,515        | 24.9        | 92.9   | 20,274        | 23.5             | 99.1         | 1,240                  | 1.4         | 46.1            | 28         | 0.0         | 14.1     | 1,268         | 1.5         | 43.9  | 773          | 0.9        | 65.3     | 1.1        |
| FY 2017 (ending in Feb. 2018)        | 90,568        | 104.9        | 22,515        | 24.9        | 104.7  | 20,393        | 22.5             | 100.6        | 2,122                  | 2.3         | 171.1           | -78        | -0.1        | -        | 2,044         | 2.3         | 161.2   | 1,256        | 1.4        | 162.4    | 1.0        |
| FY 2018 (ending in Feb. 2019)        | 92,530        | 102.2        | 21,974        | 23.7        | 97.6   | 20,132        | 21.8             | 98.7         | 1,842                  | 2.0         | 86.8            | -15        | -0.0        | -        | 1,826         | 2.0         | 89.3  | 1,375        | 1.5        | 109.4    | 0.9        |
| FY 2019 (ending in Feb. 2020)        | 89,859        | 97.1         | 20,625        | 23.0        | 93.9   | 19,662        | 21.9             | 97.7         | 963                    | 1.1         | 52.3            | 32         | 0.0         | -        | 995           | 1.1         | 54.5  | 856          | 1.0        | 62.3     | 0.9        |
| FY 2020 (ending in Feb. 2021)        | 52,730        | 58.7         | 11,359        | 21.5        | 55.1   | 15,263        | 28.9             | 77.6         | -3,904                 | -7.4        | -               | -53        | -0.1        | -        | -3,957        | -7.5        | -   | -4,417       | -8.4       | -        | -          |
| <b>FY 2021 (ending in Feb. 2022)</b> | <b>65,039</b> | <b>123.3</b> | <b>13,254</b> | <b>20.4</b> | <b>116.7</b>                                 | <b>15,534</b> | <b>23.9</b>      | <b>101.8</b> | <b>-2,280</b>          | <b>-3.5</b> | <b>-</b>        | <b>173</b> | <b>0.3</b>  | <b>-</b> | <b>-2,107</b> | <b>-3.2</b> | <b>-</b>  | <b>1,000</b> | <b>1.5</b> | <b>-</b> | <b>1.2</b> |

#### 2. Changes in financial indices (non-consolidated)

(Unit: million yen; ratio: %)

|                                      | Net sales     |              | Gross profit  |             | Selling, general and administrative expenses |               | Operating income |              | Non-operating expenses |             | Ordinary income |             | Profit      |          |               |             |          |            |            |          |
|--------------------------------------|---------------|--------------|---------------|-------------|--|---------------|------------------|--------------|------------------------|-------------|-----------------|-------------|-------------|----------|---------------|-------------|----------|------------|------------|----------|
|                                      |               | YoY          |               | Sales ratio | YoY  |               | Sales ratio      | YoY          |                        | Sales ratio | YoY             |             | Sales ratio | YoY      |               |             |          |            |            |          |
| FY 2011 (ending in Feb. 2012)        | 60,339        | 91.9         | 14,049        | 23.3        | 91.4   | 13,456        | 22.3             | 95.0         | 593                    | 1.0         | 49.3            | -20         | -0.0        | -        | 572           | 0.9         | 49.4     | 4,116      | 6.8        | 406.2    |
| FY 2012 (ending in Feb. 2013)        | 61,443        | 101.8        | 14,225        | 23.2        | 101.3  | 13,435        | 21.9             | 99.8         | 789                    | 1.3         | 133.1           | -34         | -0.1        | -        | 755           | 1.2         | 131.8    | 824        | 1.3        | 20.0     |
| FY 2013 (ending in Feb. 2014)        | 65,438        | 106.5        | 15,098        | 23.1        | 106.1  | 13,832        | 21.1             | 103.0        | 1,265                  | 1.9         | 160.3           | -0          | -0.0        | -        | 1,264         | 1.9         | 167.5    | 1,244      | 1.9        | 151.0    |
| FY 2014 (ending in Feb. 2015)        | 70,881        | 108.3        | 16,447        | 23.2        | 108.9  | 14,487        | 20.4             | 104.7        | 1,960                  | 2.8         | 154.9           | 51          | 0.1         | -        | 2,011         | 2.8         | 159.0    | 1,176      | 1.7        | 94.5     |
| FY 2015 (ending in Feb. 2016)        | 82,357        | 116.2        | 18,547        | 22.5        | 112.8  | 15,528        | 18.9             | 107.2        | 3,018                  | 3.7         | 154.0           | -607        | -0.7        | -        | 2,410         | 2.9         | 119.8    | 1,098      | 1.3        | 93.4     |
| FY 2016 (ending in Feb. 2017)        | 76,187        | 92.5         | 17,039        | 22.4        | 91.9   | 15,572        | 20.4             | 100.3        | 1,466                  | 1.9         | 48.6            | -33         | -0.0        | -        | 1,433         | 1.9         | 59.5     | 733        | 1.0        | 66.7     |
| FY 2017 (ending in Feb. 2018)        | 80,333        | 105.4        | 17,853        | 22.2        | 104.8  | 15,797        | 19.7             | 101.4        | 2,055                  | 2.6         | 140.1           | -109        | -0.1        | -        | 1,946         | 2.4         | 135.8    | 1,291      | 1.6        | 176.1    |
| FY 2018 (ending in Feb. 2019)        | 83,811        | 104.3        | 18,312        | 21.8        | 102.6  | 16,230        | 19.4             | 102.7        | 2,081                  | 2.5         | 101.3           | -114        | -0.1        | -        | 1,967         | 2.3         | 101.1    | 1,542      | 1.8        | 119.4    |
| FY 2019 (ending in Feb. 2020)        | 81,650        | 97.4         | 17,190        | 21.1        | 93.9   | 16,176        | 19.8             | 99.7         | 1,013                  | 1.2         | 48.7            | -43         | -0.1        | -        | 969           | 1.2         | 49.3     | 945        | 1.2        | 61.3     |
| FY 2020 (ending in Feb. 2021)        | 47,347        | 58.0         | 9,448         | 20.0        | 55.0   | 12,678        | 26.8             | 78.4         | -3,230                 | -6.8        | -               | -924        | -2.0        | -        | -4,155        | -8.8        | -        | -4,303     | -9.1       | -        |
| <b>FY 2021 (ending in Feb. 2022)</b> | <b>59,461</b> | <b>125.6</b> | <b>11,564</b> | <b>19.4</b> | <b>122.4</b>                                 | <b>13,302</b> | <b>22.4</b>      | <b>104.9</b> | <b>-1,738</b>          | <b>-2.9</b> | <b>-</b>        | <b>-243</b> | <b>-0.4</b> | <b>-</b> | <b>-1,982</b> | <b>-3.3</b> | <b>-</b> | <b>824</b> | <b>1.4</b> | <b>-</b> |