

Summary of Consolidated Financial Results For the FY2017 Q3
(March 1, 2017 – November 30, 2017)

▶▶ Financial Results

Million yen

	3 rd quarter(Mar.-Nov.)				Full-year(Mar.-Feb.)			
	FY2016 Results	FY2017 Results	Year on year		FY2016 Results	FY2017 Forecast	Year on year	
			Change	Rate			Change	Rate
Net sales	66,262	74,209	+7,947	+12.0%	83,000	90,000	+7,000	+8.4%
Operating income	11,676	11,292	(384)	(3.3)%	13,404	12,650	(754)	(5.6)%
Ordinary income	10,061	11,487	+1,426	+14.2%	11,722	12,700	+978	+8.3%
Net income	6,610	7,904	+1,294	+19.6%	7,757	8,800	+1,043	+13.4%

▶▶ Sales by region

Million yen

	3 rd quarter(Mar.-Nov.)					Full-year(Mar.-Feb.)				
	FY2016 Results	FY2017 Results	Composition ratio	Year on year		FY2016 Results	FY2017 Forecast	Composition ratio	Year on year	
				Change	Rate				Change	Rate
Japan	1,436	2,035	2.7%	+599	+41.7%	2,093	2,290	2.5%	+197	+9.4%
North America	32,930	36,526	49.2%	+3,596	+10.9%	39,657	42,700	47.4%	+3,043	+7.7%
Europe	29,355	33,549	45.3%	+4,194	+14.3%	37,988	42,270	47.0%	+4,282	+11.3%
Asia	597	615	0.8%	+18	+3.1%	760	600	0.7%	(160)	(21.1)%
Others	1,943	1,482	2.0%	(461)	(23.7)%	2,501	2,140	2.4%	(361)	(14.4)%
Net sales	66,262	74,209	100.0%	+7,947	+12.0%	83,000	90,000	100.0%	+7,000	+8.4%

▶▶ Main items

Million yen

	3 rd quarter(Mar.-Nov.)		Full-year	
	FY2016 Results	FY2017 Results	FY2016 Results	FY2017 Forecast
Capital investment	833	757	1,018	1,034
Depreciation	1,041	919	1,429	1,293
R&D	515	630	769	---
Orders received	60,367	68,951	83,691	---
Orders backlog	12,890	14,218	19,477	---

▶▶ Exchange rates

Yen

	3 rd quarter(Mar.-Nov.)		Full-year	
	FY2016 Results	FY2017 Results	FY2016 Results	FY2017 Premises
JPY/USD	106.72	111.76	108.30	110.00
JPY/GBP	146.57	144.87	145.32	146.00
JPY/EUR	118.96	126.89	119.55	128.00
JPY/RMB	16.48	16.47	16.40	16.60