# **Walden Research Japan**

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# **ZUKEN (6947)**

Consolidated Fiscal Year		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
FY03/2017		22,199	1,596	1,571	1,206	51.9	20.0	1,209
FY03/2018		23,582	2,025	2,114	1,511	65.0	22.0	1,295
FY03/2019CoE		25,500	2,500	2,600	1,800	77.4	24.0	-
FY03/2018	YoY	6.2%	26.9%	34.6%	25.3%	-	-	-
FY03/2019CoE	YoY	8.1%	23.4%	22.9%	19.1%	-	-	-
Consolidated Half Year		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
Q1 to Q2 FY03/2018		10,458	489	555	336	-	-	-
Q3 to Q4 FY03/2018		13,123	1,535	1,559	1,174	-	-	-
Q1 to Q2 FY03/2019		12,477	1,299	1,395	984	-	-	-
Q3 to Q4 FY03/2019CoE		13,022	1,200	1,204	815	-	-	-
Q1 to Q2 FY03/2019	YoY	19.3%	165.4%	151.4%	192.2%	-	-	-
Q3 to Q4 FY03/2019CoE	YoY	(0.8%)	(21.9%)	(22.8%)	(30.6%)	-	-	-

Source: Company Data, WRJ Calculation

### 1.0 Results Update (5 November 2018)

#### **Changes of Manufacture**

On 5 November 2018, ZUKEN, providing manufacturers based in Japan and overseas with design solutions, released its Q1 to Q2 FY03/2019 results. It has been revealed that demand for CAD/CAM-use packaged software developed by the Company as well as for related services remains buoyant. The customers, belonging to industries of electronics, automobiles, industrial machinery and electronic components, are increasingly demanding for design solutions to cope with major changes of manufacturing environment stemming from advent of innovated technologies of IoT and AI (Artificial Intelligence). The Company, holding market share more than 60% in the mainstay market of Japan with overwhelming competitiveness, has good opportunities to see consistent increases of sales over the long-term. On top of existing design solutions on printed circuit boards and circuits, the Company is keen on heavily involved with design solutions on systems and architectures going forward. In this upstream of design processes or the domain of concept design, ongoing trends of sophistication and complication driven by the said changes make it hard to do the operations of design with existing methodology of "human-resource-oriented operations", while it will be required to make a changeover to new methodologies represented by MBSE (Model-Based Systems Engineering) in the foreseeable future. Meanwhile, the Company has already started up offering consultation services for future adoptions of MBSE and customers are currently looking to the Company as the key propeller of MBSE. We are to initiate the Company to discuss the issues more in depth.

IR Representative: Mamoru Hirayama, General Manager, Corporate Marketing Division (+81 45 942 1511 m-hirayama@zuken.co.jp)

# 2.0 Company Profile

# The Largest Provider of Design Solutions in Japan

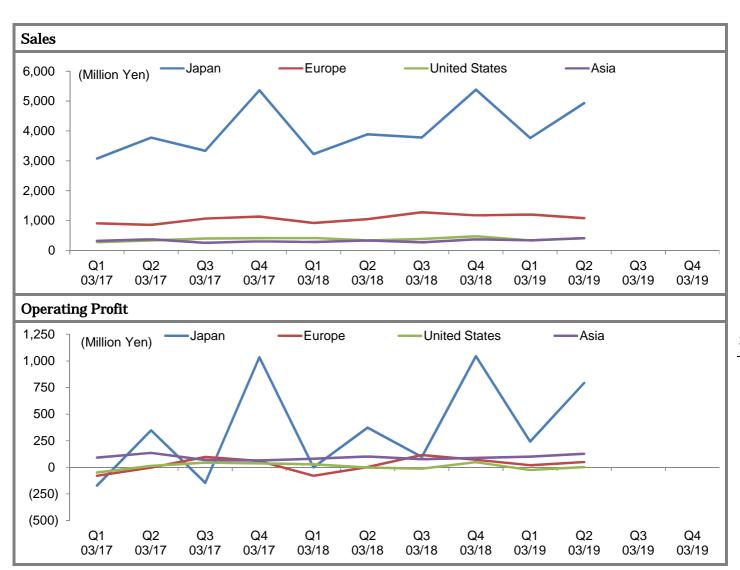
ZUKEN INC.  Company Website								
IR Information								
Share Price (Japanese) K € N								
17 December 1976								
15 June 1987: Tokyo Stock Exchange 1st Section (ticker: 6947)								
¥10,117m (as of the end of September 2018)								
23,267,169 shares, including 17,137 treasury shares (as of the end of Sep. 2018)								
Developing and selling packaged software to design PCBs and circuits								
Also involved with database of electronic components and of parts procurement								
The standard-bearer of MBSE in the future								
. Printed Circuit Board Design Solutions								
. Circuit Design Solutions								
. IT Solutions								
. Client Services								
. Other								
President and Representative Director: Makoto Kaneko								
Makoto Kaneko 19.3%, Makoto Kaneko Holdings 13.9% (as of the end of Mar. 2018)								
Tsuzuki-ku, Yokohama-city, Kanagawa-prefecture, JAPAN								
Consolidated: 1,267, Unconsolidated: 407 (as of the end of March 2018)								

Source: Company Data

# 3.0 Recent Trading and Prospects

#### Q1 to Q2 FY03/2019 Results

In Q1 to Q2 FY03/2019, sales came in at ¥12,477m (up 19.3% YoY), operating profit ¥1,299m (up 165.4%), recurring profit ¥1,395m (up 151.4%) and profit attributable to owners of parent ¥984m (up 192.2%), while operating profit margin 10.4% (up 5.7% points). Sales, including those of CAD/CAM-use packaged software to carry high marginal profit ratio, increased fast, having resulted in surging earnings.

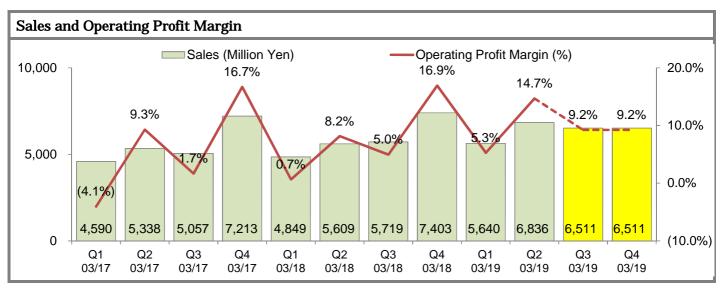


Source: Company Data, WRJ Calculation

In Japan, sales came in at ¥8,696m (up 22.2%), operating profit ¥1,038m (up 177.8%) and operating profit margin 11.9% (up 6.7% points). Given the fact that Japan accounted for 69.7% of sales as a whole for the Company and 79.0% of operating profit (before elimination), it should be the case that business performance as a whole for the Company hinges on that of Japan. Meanwhile, the Company maintains high operating profit margin (30.3% in Q1 to Q2 FY03/2019 results) in Asia, while seeing swing back to profit in Europe due to migration to new products by major customers, etc. Meanwhile, in the United States, the Company sees improving trend of underlying earnings due to successful introduction of "TBL (Time Base License)" for major customers where they pay for license of software on a monthly installment basis versus lump sum payment prior to that, but suffering from swing back to loss over the same period in the previous year due to non-reappearance of sales associated with a major project.

#### FY03/2019 Company Forecasts

FY03/2019 Company forecasts are going for prospective sales of \$25,500m (up 8.1% YoY), operating profit of \$2,500m (up 23.4%), recurring profit of \$2,600m (up 22.9%) and profit attributable to owners of parent of \$1,800m (up 19.1%), while operating profit margin of 9.8% (up 1.2% points). At the same time, Company forecasts are going for prospective dividend of \$24.0 per share, implying payout ratio of 31.0%.



Source: Company Data, WRJ Calculation (Q3 and Q4 FY03/2019: H2 Company forecasts pro rata)

The Company sees high progress rate in Q1 to Q2, but full-year Company forecasts have remained unchanged. The Company sees progress rate of 48.9% in sales and 52.0% in operating profit in Q1 to Q2, when compared with above-mentioned Company forecasts versus 44.2% and 24.1%, respectively, in FY03/2018 results where the Company saw H2-concentrated sales and earnings as in the previous years. At the end of the day, the Company sees progress rate larger by 4.6% points for sales and by no less than 27.9% points for operating profit, when compared with the results of the previous year.

According to the Company, customers are showing a tendency to carry out large-scale projects generally speaking, reducing the extent of sales concentration of sales in H2 as a result. Meanwhile, the Company suggests that booking of a part of scheduled R&D expenses are delayed into H2, which is one of the drivers for earnings in Q1 to Q2 results. Then, the Company will book the delayed R&D expenses in H2, while implying a possibility to spend R&D expenses more than assumed as it could be the case that needs to cope with unexpected development issues in the course of propelling projects with customers.

Meanwhile, as far as assuming above-mentioned Company forecasts are to be met, the Company sees CAGR of 5.1% for sales and 47.8% for earnings (operating profit) over three-year period through FY03/2017 to FY03/2019. Given prospects that demand for design solutions offered by the Company is likely remaining buoyant going forward, it should be the case that the Company sees the same kind of growth rate also over upcoming three-year period through FY03/2020 to FY03/2022.

# 4.0 Financial Statements

## Income Statement (Cumulative, Quarterly)

Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	FY	FY	FY	FY	FY	FY	FY	FY	YoY
(Million Yen)	03/2018	03/2018	03/2018	03/2018	03/2019	03/2019	03/2019	03/2019	Net Chg.
Sales	4,849	10,458	16,178	23,582	5,640	12,477	-	-	+2,018
CoGS	1,232	2,780	4,407	6,413	1,502	3,489	-		+708
Gross Profit SG&A	3,617	7,678	11,770	17,168	4,137	8,988	-		+1,309
	3,584	7,188	10,997	15,143	3,840 <b>297</b>	7,688	-	-	+499
Operating Profit	<b>32</b> 42	489	773	2,025	<b>297</b> 48	1,299	-		+810
Non Operating Balance		65 <b></b>	95	89		95	-		+30
Recurring Profit	<b>75</b> 1	<b>555</b> 0	868	<b>2,114</b> 20	345	1,395	-	-	+840
Extraordinary Balance Profit before Income Taxes	74	554	58		(23)	(22)	-		(23)
			810	2,093	368	1,418	-	-	+863
Total Income Taxes	54	222	338	547	132	425	-		+203
NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent	(6) <b>26</b>	(4)	(8) <b>479</b>	34 4 <b>51</b> 4	(17) <b>254</b>	8 <b>984</b>	-	-	+13
Sales YoY	+5.7%	+5.3%	+8.0%	+6.2%	+16.3%	+19.3%	-	-	+647
	+3.7%	+58.4%	+96.7%	+26.9%		+165.4%	-	-	-
Operating Profit YoY  Recurring Profit YoY	-				+814.6%	+151.4%	-	-	-
Profit Attributable to Owners of Parent YoY	-	+199.3% +276.9%	+128.1% +103.4%	+34.6% +25.3%	+358.6% +868.1%	+192.2%	-	-	-
Gross Profit Margin	74.6%	73.4%	72.8%	72.8%	73.4%	72.0%	-		(1.4%)
(SG&A / Sales)	73.9%	68.7%	68.0%	64.2%	68.1%	61.6%	_	-	(7.1%)
,	0.7%	4.7%	4.8%	8.6%	5.3%	10.4%	_	-	+5.7%
Operating Profit Margin	1.6%	5.3%	5.4%	9.0%	6.1%	11.2%	-		+5.7%
Recurring Profit Margin  Profit Attributable to Owners of Parent Margin							-		
Total Income Taxes / Profit before Income Taxes	0.5% 73.0%	3.2% 40.1%	3.0% 41.8%	6.4% 26.2%	4.5% 35.9%	7.9% 30.0%	-		+4.7% (10.1%)
							-	_	(10.1%)
Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	VaV
	FY	FY	FY	FY	FY	FY	FY	FY	YoY Not Cha
(Million Yen)	FY 03/2018	FY 03/2018	FY 03/2018	FY 03/2018	FY 03/2019	FY 03/2019		FY 03/2019	Net Chg.
(Million Yen) Sales	FY 03/2018 4,849	FY 03/2018 5,609	FY 03/2018 5,719	FY 03/2018 <b>7,403</b>	FY 03/2019 5,640	FY 03/2019 6,836	FY	FY	Net Chg. +1,227
(Million Yen) Sales CoGS	FY 03/2018 4,849 1,232	FY 03/2018 5,609 1,548	FY 03/2018 <b>5,719</b> 1,627	7,403 2,005	<b>FY 03/2019 5,640</b> 1,502	<b>FY</b> 03/2019 6,836 1,986	FY	FY 03/2019	Net Chg. +1,227 +438
(Million Yen) Sales CoGS Gross Profit	FY 03/2018 <b>4,849</b> 1,232 3,617	FY 03/2018 5,609 1,548 4,060	FY 03/2018 5,719 1,627 4,092	7,403 2,005 5,398	<b>FY 03/2019 5,640</b> 1,502 4,137	6,836 1,986 4,850	FY	FY 03/2019	Net Chg. +1,227 +438 +789
(Million Yen) Sales CoGS Gross Profit SG&A	FY 03/2018 4,849 1,232 3,617 3,584	FY 03/2018 5,609 1,548 4,060 3,603	FY 03/2018 5,719 1,627 4,092 3,808	7,403 2,005 5,398 4,146	<b>FY</b> 03/2019 5,640 1,502 4,137 3,840	<b>FY 03/2019 6,836</b> 1,986 4,850 3,847	FY	FY 03/2019 - - - -	Net Chg. +1,227 +438 +789 +243
(Million Yen) Sales CoGS Gross Profit SG&A Operating Profit	FY 03/2018 4,849 1,232 3,617 3,584 32	FY 03/2018 5,609 1,548 4,060 3,603 457	FY 03/2018 5,719 1,627 4,092 3,808 283	7,403 2,005 5,398 4,146 1,251	FY 03/2019 5,640 1,502 4,137 3,840 297	6,836 1,986 4,850 3,847 1,002	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545
(Million Yen) Sales CoGS Gross Profit SG&A Operating Profit Non Operating Balance	FY 03/2018 4,849 1,232 3,617 3,584 32 42	FY 03/2018 5,609 1,548 4,060 3,603 457 22	FY 03/2018 5,719 1,627 4,092 3,808 283 30	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5)	5,640 1,502 4,137 3,840 297 48	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47	FY	FY 03/2019 - - - -	Net Chg. +1,227 +438 +789 +243 +545 +24
(Million Yen) Sales CoGS Gross Profit SG&A Operating Profit Non Operating Balance Recurring Profit	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570
(Million Yen) Sales CoGS Gross Profit SG&A Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37)	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23)	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1
(Million Yen) Sales CoGS Gross Profit SG&A Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6)	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3)	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17)	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6) 26	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6)	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1 310 +5.1%	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142 +13.1%	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031 +2.6%	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254 +16.3%	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730 +21.9%	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24
(Million Yen)  Sales  CoGS  Gross Profit  SG&A  Operating Profit  Non Operating Balance  Recurring Profit  Extraordinary Balance  Profit before Income Taxes  Total Income Taxes  NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY  Operating Profit YoY	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6) 26	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1 310 +5.1% (7.7%)	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142 +13.1% +237.8%	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031 +2.6% +4.1%	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254 +16.3% +814.6%	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730 +21.9% +119.3%	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY  Operating Profit YoY  Recurring Profit YoY	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6) 26	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1 310 +5.1% (7.7%) +2.0%	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142 +13.1% +237.8% +60.5%	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031 +2.6% +4.1% +4.6%	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254 +16.3% +814.6% +358.6%	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730 +21.9% +119.3% +118.9%	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6) 26 +5.7%	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1 310 +5.1% (7.7%) +2.0% (8.8%)	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142 +13.1% +237.8% +60.5% (2.5%)	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031 +2.6% +4.1% +4.6% +6.3%	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254 +16.3% +814.6% +358.6% +868.1%	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730 +21.9% +119.3% +118.9% +135.1%	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24 +419
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY  Gross Profit Margin	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6) 26 +5.7% 74.6%	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1 310 +5.1% (7.7%) +2.0% (8.8%) 72.4%	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142 +13.1% +237.8% +60.5% (2.5%) 71.5%	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031 +2.6% +4.1% +6.6% +6.3% 72.9%	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254 +16.3% +814.6% +358.6% +868.1% 73.4%	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730 +21.9% +119.3% +118.9% +35.1% 70.9%	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24 +419 (1.5%)
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin (SG&A / Sales)	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6) 26 +5.7% 74.6% 73.9%	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1 310 +5.1% (7.7%) +2.0% (8.8%) 72.4% 64.2%	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142 +13.1% +237.8% +60.5% (2.5%) 71.5% 66.6%	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031 +2.6% +4.1% +4.6% +6.3% 72.9% 56.0%	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254 +16.3% +814.6% +358.6% +868.1% 73.4% 68.1%	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730 +21.9% +119.3% +118.9% +35.1% 70.9% 56.3%	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24 +419 (1.5%) (8.0%)
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin (SG&A / Sales) Operating Profit Margin	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6) 26 +5.7% 74.6% 73.9% 0.7%	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1 310 +5.1% (7.7%) +2.0% (8.8%) 72.4% 64.2% 8.2%	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142 +13.1% +237.8% +60.5% (2.5%) 71.5% 66.6% 5.0%	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031 +2.6% +4.1% +6.3% 72.9% 56.0% 16.9%	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254 +16.3% +814.6% +358.6% +868.1% 73.4% 68.1% 5.3%	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730 +21.9% +118.9% +135.1% 70.9% 56.3% 14.7%	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24 +419 - (1.5%) (8.0%) +6.5%
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin (SG&A / Sales) Operating Profit Margin Recurring Profit Margin	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6) 26 +5.7% 74.6% 73.9% 0.7% 1.6%	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1 310 +5.1% (7.7%) +2.0% (8.8%) 72.4% 64.2% 8.2% 8.6%	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142 +13.1% +237.8% +60.5% (2.5%) 71.5% 66.6% 5.0% 5.5%	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031 +2.6% +4.1% +4.6% +6.3% 72.9% 56.0% 16.9% 16.8%	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254 +16.3% +814.6% +358.6% +868.1% 5.3% 6.1%	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730 +21.9% +119.3% +118.9% +35.1% 70.9% 56.3% 14.7% 15.4%	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24 +419 (1.5%) (8.0%) +6.5% +6.8%
(Million Yen)  Sales  CoGS Gross Profit SG&A  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin (SG&A / Sales) Operating Profit Margin	FY 03/2018 4,849 1,232 3,617 3,584 32 42 75 1 74 54 (6) 26 +5.7% 74.6% 73.9% 0.7%	FY 03/2018 5,609 1,548 4,060 3,603 457 22 479 0 480 167 1 310 +5.1% (7.7%) +2.0% (8.8%) 72.4% 64.2% 8.2%	FY 03/2018 5,719 1,627 4,092 3,808 283 30 313 57 255 116 (3) 142 +13.1% +237.8% +60.5% (2.5%) 71.5% 66.6% 5.0%	FY 03/2018 7,403 2,005 5,398 4,146 1,251 (5) 1,245 (37) 1,283 209 42 1,031 +2.6% +4.1% +6.3% 72.9% 56.0% 16.9%	FY 03/2019 5,640 1,502 4,137 3,840 297 48 345 (23) 368 132 (17) 254 +16.3% +814.6% +358.6% +868.1% 73.4% 68.1% 5.3%	FY 03/2019 6,836 1,986 4,850 3,847 1,002 47 1,049 0 1,049 292 26 730 +21.9% +118.9% +135.1% 70.9% 56.3% 14.7%	FY	FY 03/2019	Net Chg. +1,227 +438 +789 +243 +545 +24 +570 +1 +569 +124 +24 +419 - (1.5%) (8.0%) +6.5%

# Segmented Information (Cumulative, Quarterly)

Segmented Information	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	FY	FY	FY	FY	FY	FY	FY	FY	YoY
(Million Yen)	03/2018	03/2018	03/2018	03/2018	03/2019	03/2019	03/2019	03/2019	Net Chg.
Japan	3,228	7,117	10,900	16,282	3,762	8,696	-		+1,578
Europe	919	1,969	3,247	4,420	1,202	2,281	-	-	+312
United States	418	754	1,140	1,615	334	746	-	-	(7)
Asia	283	617	891	1,264	341	753	-	-	+135
Sales	4,849	10,458	16,178	23,582	5,640	12,477	-	-	+2,018
Japan	0	373	470	1,516	243	1,038	-	-	+664
Europe	(79)	(76)	40	112	19	70	-	-	+146
United States	28	26	13	62	(25)	(23)	-	-	(49)
Asia	80	181	257	346	100	228	-	-	+47
Segment profit	29	505	782	2,037	336	1,313	-	-	+808
Elimination	2	(15)	(9)	(12)	(39)	(13)	-	-	+1
Operating Profit	32	489	773	2,025	297	1,299	-	-	+810
Japan	0.0%	5.2%	4.3%	9.3%	6.5%	11.9%	-	-	+6.7%
Europe	(8.6%)	(3.9%)	1.2%	2.5%	1.6%	3.1%	-	-	+6.9%
United States	6.8%	3.5%	1.2%	3.9%	(7.8%)	(3.1%)	-	-	(6.6%)
Asia	28.3%	29.4%	28.9%	27.4%	29.3%	30.3%	-	-	+1.0%
Elimination	0.1%	(0.1%)	(0.1%)	(0.1%)	(0.7%)	(0.1%)	-	-	+0.0%
Operating Profit Margin	0.7%	4.7%	4.8%	8.6%	5.3%	10.4%	-	-	+5.7%
Segmented Information	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	FY	FY	FY	FY	FY	FY	FY	FY	YoY
(Million Yen)	03/2018	03/2018	03/2018	03/2018	03/2019	03/2019	03/2019	03/2019	Net Chg.
lanan									
Japan	3,228	3,888	3,782	5,382	3,762	4,933	-	-	+1,045
Japan Europe	3,228 919	3,888 1,049	3,782 1,277	5,382 1,173	3,762 1,202	4,933 1,079	-		+1,045 +29
•	,	*	,	,	•		- - -	-	
Europe	919	1,049	1,277	1,173	1,202	1,079	- - -	-	+29
Europe United States	919 418	1,049 336	1,277 385	1,173 475	1,202 334	1,079 412	- - - -	:	+29 +75
Europe United States Asia	919 418 283	1,049 336 334	1,277 385 273	1,173 475 372	1,202 334 341	1,079 412 411	- - - -		+29 +75 +77
Europe United States Asia Sales	919 418 283 <b>4,849</b>	1,049 336 334 <b>5,609</b>	1,277 385 273 <b>5,719</b>	1,173 475 372 <b>7,403</b>	1,202 334 341 <b>5,640</b>	1,079 412 411 <b>6,836</b>	- - - - -		+29 +75 +77 <b>+1,227</b>
Europe United States Asia Sales Japan	919 418 283 <b>4,849</b>	1,049 336 334 <b>5,609</b>	1,277 385 273 <b>5,719</b> 97	1,173 475 372 <b>7,403</b> 1,045	1,202 334 341 <b>5,640</b> 243	1,079 412 411 <b>6,836</b> 794	- - - - - - -	-	+29 +75 +77 <b>+1,227</b> +421
Europe United States Asia Sales Japan Europe	919 418 283 <b>4,849</b> 0 (79)	1,049 336 334 <b>5,609</b> 373 2	1,277 385 273 <b>5,719</b> 97 116	1,173 475 372 <b>7,403</b> 1,045	1,202 334 341 <b>5,640</b> 243 19	1,079 412 411 <b>6,836</b> 794 50	- - - - - - - - -	- - - - -	+29 +75 +77 <b>+1,227</b> +421 +47
Europe United States Asia Sales Japan Europe United States	919 418 283 <b>4,849</b> 0 (79) 28	1,049 336 334 <b>5,609</b> 373 2 (2)	1,277 385 273 <b>5,719</b> 97 116 (12)	1,173 475 372 <b>7,403</b> 1,045 71 48	1,202 334 341 <b>5,640</b> 243 19 (25)	1,079 412 411 <b>6,836</b> 794 50 2	- - - - - - - - - -	- - - - -	+29 +75 +77 <b>+1,227</b> +421 +47 +4
Europe United States Asia Sales Japan Europe United States Asia	919 418 283 <b>4,849</b> 0 (79) 28	1,049 336 334 <b>5,609</b> 373 2 (2) 101	1,277 385 273 <b>5,719</b> 97 116 (12) 76	1,173 475 372 <b>7,403</b> 1,045 71 48 88	1,202 334 341 <b>5,640</b> 243 19 (25) 100	1,079 412 411 <b>6,836</b> 794 50 2	- - - - - - - - - - - - - - - - - - -	- - - - - - - -	+29 +75 +77 <b>+1,227</b> +421 +47 +4 +27
Europe United States Asia  Sales  Japan Europe United States Asia  Segment profit	919 418 283 <b>4,849</b> 0 (79) 28 80 <b>29</b>	1,049 336 334 <b>5,609</b> 373 2 (2) 101 <b>475</b>	1,277 385 273 <b>5,719</b> 97 116 (12) 76 <b>277</b>	1,173 475 372 <b>7,403</b> 1,045 71 48 88 <b>1,254</b>	1,202 334 341 <b>5,640</b> 243 19 (25) 100 <b>336</b>	1,079 412 411 6,836 794 50 2 128 976	- - - - - - - - - - -	- - - - - - - -	+29 +75 +77 +1,227 +421 +47 +4 +27 +501
Europe United States Asia  Sales  Japan Europe United States Asia  Segment profit Elimination	919 418 283 <b>4,849</b> 0 (79) 28 80 <b>29</b>	1,049 336 334 <b>5,609</b> 373 2 (2) 101 <b>475</b> (17)	1,277 385 273 <b>5,719</b> 97 116 (12) 76 <b>277</b> 5	1,173 475 372 <b>7,403</b> 1,045 71 48 88 <b>1,254</b> (2)	1,202 334 341 <b>5,640</b> 243 19 (25) 100 <b>336</b> (39)	1,079 412 411 6,836 794 50 2 128 976	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - -	+29 +75 +77 +1,227 +421 +47 +4 +27 +501 +44
Europe United States Asia Sales Japan Europe United States Asia Segment profit Elimination Operating Profit	919 418 283 <b>4,849</b> 0 (79) 28 80 <b>29</b> 2	1,049 336 334 <b>5,609</b> 373 2 (2) 101 <b>475</b> (17) <b>457</b>	1,277 385 273 5,719 97 116 (12) 76 277 5 283	1,173 475 372 <b>7,403</b> 1,045 71 48 88 <b>1,254</b> (2) <b>1,251</b>	1,202 334 341 <b>5,640</b> 243 19 (25) 100 <b>336</b> (39) <b>297</b>	1,079 412 411 6,836 794 50 2 128 976 26 1,002	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - - -	+29 +75 +77 +1,227 +421 +47 +4 +27 +501 +44 +545
Europe United States Asia  Sales  Japan Europe United States Asia  Segment profit Elimination Operating Profit Japan	919 418 283 4,849 0 (79) 28 80 29 2 32	1,049 336 334 <b>5,609</b> 373 2 (2) 101 <b>475</b> (17) <b>457</b> 9.6%	1,277 385 273 5,719 97 116 (12) 76 277 5 283	1,173 475 372 <b>7,403</b> 1,045 71 48 88 <b>1,254</b> (2) <b>1,251</b>	1,202 334 341 5,640 243 19 (25) 100 336 (39) 297 6.5%	1,079 412 411 6,836 794 50 2 128 976 26 1,002	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - - -	+29 +75 +77 +1,227 +421 +47 +4 +27 +501 +44 +545 +6.5%
Europe United States Asia  Sales  Japan Europe United States Asia  Segment profit Elimination  Operating Profit  Japan Europe	919 418 283 4,849 0 (79) 28 80 29 2 32 0.0% (8.6%)	1,049 336 334 <b>5,609</b> 373 2 (2) 101 <b>475</b> (17) <b>457</b> 9.6% 0.3%	1,277 385 273 5,719 97 116 (12) 76 277 5 283 2.6% 9.1%	1,173 475 372 <b>7,403</b> 1,045 71 48 88 <b>1,254</b> (2) <b>1,251</b> 19.4% 6.1%	1,202 334 341 <b>5,640</b> 243 19 (25) 100 <b>336</b> (39) <b>297</b> 6.5% 1.6%	1,079 412 411 6,836 794 50 2 128 976 26 1,002	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - - - - - - - - - - -	+29 +75 +77 +1,227 +421 +47 +4 +27 +501 +44 +545 +6.5% +4.4%
Europe United States Asia Sales  Japan Europe United States Asia Segment profit Elimination Operating Profit Japan Europe United States	919 418 283 4,849 0 (79) 28 80 29 2 32 0.0% (8.6%) 6.8%	1,049 336 334 <b>5,609</b> 373 2 (2) 101 <b>475</b> (17) <b>457</b> 9.6% 0.3% (0.6%)	1,277 385 273 5,719 97 116 (12) 76 277 5 283 2.6% 9.1% (3.3%)	1,173 475 372 <b>7,403</b> 1,045 71 48 88 <b>1,254</b> (2) <b>1,251</b> 19.4% 6.1% 10.3%	1,202 334 341 <b>5,640</b> 243 19 (25) 100 <b>336</b> (39) <b>297</b> 6.5% 1.6% (7.8%)	1,079 412 411 6,836 794 50 2 128 976 26 1,002 16.1% 4.7% 0.6%	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - - - - - - - - - - -	+29 +75 +77 +1,227 +421 +47 +4 +27 +501 +44 +545 +6.5% +4.4% +1.3%

# Sales By Product Category (Cumulative, Quarterly)

Sales By Product Category	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
, , , , , , , , , , , , , , , , , , , ,	FY	FY	FY	FY	FY	FY	FY	FY	YoY
(Million Yen)	03/2018	03/2018	03/2018	03/2018	03/2019	03/2019	03/2019	03/2019	Net Chg.
Printed Circuit Board Design Solutions	802	1,620	2,477	3,772	812	1,881	-	- 1	+261
Circuit Design Solutions	888	1,999	3,131	4,947	1,131	2,702	-	-	+702
IT Solutions	737	1,845	2,974	4,799	1,001	2,662	-	-	+816
Client Services	2,421	4,992	7,593	10,058	2,694	5,228	-	-	+235
Other	0	0	0	3	0	3	-	-	+2
Sales	4,849	10,458	16,178	23,582	5,640	12,477	-	-	+2,018
Printed Circuit Board Design Solutions	+5.3%	(6.2%)	+3.3%	+2.0%	+1.3%	+16.1%	-	-	-
Circuit Design Solutions	+0.9%	+4.8%	+9.5%	+10.0%	+27.4%	+35.2%	-	-	-
IT Solutions	+4.8%	+5.9%	+5.2%	+2.1%	+35.8%	+44.2%	-	-	-
Client Services	+7.9%	+9.8%	+10.1%	+8.3%	+11.3%	+4.7%	-	-	-
Other	+800.0%	(27.6%)	(59.3%)	(51.7%)	+77.8%	+500.2%	-	-	-
Sales (YoY)	+5.7%	+5.3%	+8.0%	+6.2%	+16.3%	+19.3%	-	-	-
Printed Circuit Board Design Solutions	16.5%	15.5%	15.3%	16.0%	14.4%	15.1%			-
Circuit Design Solutions	18.3%	19.1%	19.4%	21.0%	20.1%	21.7%	-		-
IT Solutions	15.2%	17.6%	18.4%	20.4%	17.8%	21.3%	-	-	-
Client Services	49.9%	47.7%	46.9%	42.7%	47.8%	41.9%	-	-	-
Other	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-	-	-
Sales (Composition)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-
Sales By Product Category	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	FY	FY	FY	FY	FY	FY	FY	FY	YoY
(Million Yen)	03/2018	03/2018	03/2018	03/2018	03/2019	03/2019	03/2019	03/2019	Net Chg.
Printed Circuit Board Design Solutions	802	818	857	1,294	812	1,069	-	-	+251
Circuit Design Solutions	888	1,111	1,131	1,816	1,131	1,570	-	-	+459
IT Solutions	737	1,108	1,128	1,825	1,001	1,660	-	-	+552
Client Services	2,421	2,571	2,600	2,464	2,694	2,533	-	-	(37)
Other	0	0	0	2	0	2	-	-	+2
Sales	4,849	5,609	5,719	7,403	5,640	6,836	-	-	+1,227
Printed Circuit Board Design Solutions	+5.3%	(15.3%)	120 20/	(0.6%)	+1.3%	+30.7%	-		-
		(10.070)	+28.2%	(0.070)					
Circuit Design Solutions	+0.9%	+8.1%	+28.2%	+11.0%	+27.4%	+41.4%	-	-	-
Circuit Design Solutions IT Solutions	+0.9% +4.8%	, ,		, ,		+41.4% +49.9%	-	-	-
· ·		+8.1%	+18.8%	+11.0%	+27.4%				-
IT Solutions	+4.8%	+8.1% +6.6%	+18.8% +4.0%	+11.0%	+27.4% +35.8%	+49.9%	- - -		- - -
IT Solutions Client Services	+4.8% +7.9%	+8.1% +6.6% +11.6%	+18.8% +4.0% +10.7%	+11.0% (2.6%) +2.9%	+27.4% +35.8% +11.3%	+49.9% (1.5%)	- - - -		-
IT Solutions Client Services Other	+4.8% +7.9% +800.0%	+8.1% +6.6% +11.6% (39.3%)	+18.8% +4.0% +10.7% (75.3%)	+11.0% (2.6%) +2.9% (48.8%)	+27.4% +35.8% +11.3% +77.8%	+49.9% (1.5%) +589.0%	- - - -		- - - -
IT Solutions Client Services Other Sales (YoY)	+4.8% +7.9% +800.0% +5.7%	+8.1% +6.6% +11.6% (39.3%) +5.1%	+18.8% +4.0% +10.7% (75.3%) +13.1%	+11.0% (2.6%) +2.9% (48.8%) +2.6%	+27.4% +35.8% +11.3% +77.8% +16.3%	+49.9% (1.5%) +589.0% +21.9%	- - - - -		- - - - -
IT Solutions Client Services Other Sales (YoY) Printed Circuit Board Design Solutions	+4.8% +7.9% +800.0% +5.7%	+8.1% +6.6% +11.6% (39.3%) +5.1%	+18.8% +4.0% +10.7% (75.3%) +13.1%	+11.0% (2.6%) +2.9% (48.8%) +2.6%	+27.4% +35.8% +11.3% +77.8% +16.3%	+49.9% (1.5%) +589.0% +21.9%	- - - - - -		- - - - - -
IT Solutions Client Services Other Sales (YoY) Printed Circuit Board Design Solutions Circuit Design Solutions	+4.8% +7.9% +800.0% +5.7% 16.5% 18.3%	+8.1% +6.6% +11.6% (39.3%) +5.1% 14.6% 19.8%	+18.8% +4.0% +10.7% (75.3%) +13.1% 15.0% 19.8%	+11.0% (2.6%) +2.9% (48.8%) +2.6%  17.5% 24.5%	+27.4% +35.8% +11.3% +77.8% +16.3% 14.4% 20.1%	+49.9% (1.5%) +589.0% +21.9% 15.6% 23.0%	- - - - - - - -	· · · ·	
IT Solutions Client Services Other  Sales (YoY)  Printed Circuit Board Design Solutions Circuit Design Solutions IT Solutions	+4.8% +7.9% +800.0% +5.7% 16.5% 18.3% 15.2%	+8.1% +6.6% +11.6% (39.3%) +5.1% 14.6% 19.8%	+18.8% +4.0% +10.7% (75.3%) +13.1% 15.0% 19.8% 19.7%	+11.0% (2.6%) +2.9% (48.8%) +2.6% 17.5% 24.5% 24.7%	+27.4% +35.8% +11.3% +77.8% +16.3% 14.4% 20.1% 17.8%	+49.9% (1.5%) +589.0% +21.9% 15.6% 23.0% 24.3%	- - - - - - - - -		- - - - - - - - - - - - - - - - - - -
IT Solutions Client Services Other  Sales (YoY)  Printed Circuit Board Design Solutions Circuit Design Solutions IT Solutions Client Services	+4.8% +7.9% +800.0% +5.7% 16.5% 18.3% 15.2% 49.9%	+8.1% +6.6% +11.6% (39.3%) +5.1% 14.6% 19.8% 45.8%	+18.8% +4.0% +10.7% (75.3%) +13.1% 15.0% 19.8% 19.7% 45.5%	+11.0% (2.6%) +2.9% (48.8%) +2.6% 17.5% 24.5% 24.7% 33.3%	+27.4% +35.8% +11.3% +77.8% +16.3% 14.4% 20.1% 17.8% 47.8%	+49.9% (1.5%) +589.0% +21.9% 15.6% 23.0% 24.3% 37.1%	- - - - - - - - - - -	-	- - - - - - - - - - - - - - - - - - -

## **Balance Sheet (Quarterly)**

Balance Sheet	Cons.Act								
	FY	YoY							
(Million Yen)	03/2018	03/2018	03/2018	03/2018	03/2019	03/2019	03/2019	03/2019	Net Chg.
Cash & Deposit	15,748	16,299	15,999	16,868	18,009	17,849	-	-	+1,550
Accounts Receivables	3,453	3,607	3,959	5,375	3,780	4,425	-	-	+818
Securities	6,700	6,700	6,700	6,700	6,700	6,700	-	-	-
Inventory	486	526	581	369	503	511	-	-	(15)
Other	2,821	2,669	2,568	2,127	2,422	2,395	-	-	(274)
Current Assets	29,210	29,802	29,809	31,442	31,415	31,882	-	-	+2,079
Tangible Assets	6,357	6,359	6,343	6,360	6,352	6,364	-	-	+5
Intangible Assets	1,531	1,485	1,416	1,361	1,286	1,224	-	-	(260)
Investments & Other Assets	3,719	3,656	3,929	4,483	4,668	6,108	-	-	+2,452
Fixed Assets	11,607	11,501	11,690	12,205	12,308	13,698	-	-	+2,196
Total Assets	40,817	41,304	41,499	43,647	43,724	45,580	-	-	+4,275
Accounts Payables	448	539	542	726	518	754	-	-	+214
Short Term Debt	-	-	-	-	-	-	-	-	-
Advance Payment	5,736	5,365	5,246	5,256	6,105	5,603	-	-	+238
Other	2,247	2,597	2,486	3,300	2,478	2,857	-	-	+259
Current Liabilities	8,432	8,502	8,274	9,282	9,102	9,215	-	-	+712
Long Term Debt	-	-	-	-	-	-	-	-	-
Other	3,841	3,890	3,986	3,816	3,841	3,953	-	-	+62
Fixed Liabilities	3,841	3,890	3,986	3,816	3,841	3,953	-	-	+62
Total Liabilities	12,273	12,393	12,261	13,099	12,943	13,168	-	-	+775
Shareholders' Equity	28,182	28,493	28,403	29,435	29,410	30,141	-	-	+1,647
Other	361	417	834	1,111	1,370	2,270	-	-	+1,852
Net Assets	28,544	28,910	29,238	30,547	30,780	32,411	-	-	+3,500
Total Liabilities & Net Assets	40,817	41,304	41,499	43,647	43,724	45,580	-	-	+4,275
Equity Capital	28,145	28,520	28,852	30,119	30,387	31,992	-	-	+3,472
Interest Bearing Debt	-	-	-	-	-	-	-	-	0
Net Debt	(15,748)	(16,299)	(15,999)	(16,868)	(18,009)	(17,849)	-	-	(1,550)
Equity Ratio	69.0%	69.0%	69.5%	69.0%	69.5%	70.2%	-	-	+1.1%
Net Debt Equity Ratio	(56.0%)	(57.1%)	(55.5%)	(56.0%)	(59.3%)	(55.8%)	-	-	+1.4%
ROE (12 months)	5.3%	5.2%	5.1%	5.2%	5.9%	7.1%	-	-	+2.0%
ROA (12 months)	4.9%	4.9%	5.1%	5.0%	5.6%	6.8%	-	-	+1.9%
Days for Inventory Turnover	36	31	33	17	31	23	-	-	-
Quick Ratio	228%	234%	241%	240%	239%	242%	-	-	-
Current Ratio	346%	350%	360%	339%	345%	346%			-

Source: Company Data, WRJ Calculation

# **Cash Flow Statement (Cumulative)**

Cash Flow Statement	Cons.Act								
	FY	YoY							
(Million Yen)	03/2018	03/2018	03/2018	03/2018	03/2019	03/2019	03/2019	03/2019	Net Chg.
Operating Cash Flow	-	2,378	-	3,547	-	2,053	-	-	(325)
Investing Cash Flow	-	(380)	-	(592)	-	(876)	-	-	(495)
Operating CF & Investing CF	-	1,997	-	2,954	-	1,176	-	-	(821)
Financing Cash Flow	-	(266)	-	(558)	-	(302)	-	-	(35)

#### Disclaimer

Information here is a summary of "IR Information" of the Company, compiled by Walden Research Japan, from a neutral and professional standing point, in the form of a report. "IR Information" of the Company comprises a) contents of our interview with the Company, b) contents of presentations for institutional investors, c) contents of timely disclosed information and d) contents of the homepage etc.

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