

## SHOFU (7979)

Consolidated Fiscal Year (Million Yen)		Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
FY03/2018		24,031	1,497	1,565	877	55.2	20.0	1,511.9
FY03/2019		24,915	1,814	1,709	1,201	75.5	23.0	1,524.9
FY03/2020CoE		26,190	2,056	1,941	1,377	86.6	26.0	-
FY03/2019	YoY	3.7%	21.1%	9.2%	36.9%	-	-	-
FY03/2020CoE	YoY	5.1%	13.4%	13.6%	14.7%	-	-	-
Consolidated Half Year (Million Yen)		Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
Q1 to Q2 FY03/2019		12,179	784	782	546	-	-	-
Q3 to Q4 FY03/2019		12,736	1,030	927	655	-	-	-
Q1 to Q2 FY03/2020CoE		12,906	905	854	569	-	-	-
Q3 to Q4 FY03/2020CoE		13,284	1,151	1,087	808	-	-	-
Q1 to Q2 FY03/2020CoE	YoY	6.0%	15.3%	9.3%	4.3%	-	-	-
Q3 to Q4 FY03/2020CoE	YoY	4.3%	11.7%	17.3%	23.4%	-	-	-

Source: Company Data, WRJ Calculation

### 1.0 Results Update (10 May 2019)

#### Consistent Growth

On 9 May 2019, SHOFU, developing, manufacturing and selling dental materials/equipment, released its FY03/2019 results. It has been revealed that the Company is to see consistent growth going forward. Meanwhile, the Company has decided to upgrade dividend for FY03/2019, given better than expected results, while going for increases of dividend in FY03/2020 on top of said upgrade. Markets overseas have been consistently and steadily cultivated, which is the key reason for the growth with the Company. In developed countries, the Company's existing sales promotion measures are doing well as in the United States, while maintaining high growth in emerging countries as in China. On top of this, sales are literally emerging from India due to recent establishment of local bridgehead to beef up sales in there. Still, there remains a huge room to cultivate for the Company in markets overseas and the prospective growth is expected to come from here. Meanwhile, in Japan where the market suffers from maturity, the Company is going for increased sales in FY03/2020 by means of launching new products (self-developed dental device to photograph oral cavity, CAD/CAM-related materials). Meanwhile, we are to attend the upcoming results meeting on 22 May as well as interviewing with management afterwards so that we should be able to update [SHOFU \(7979\) Growth Overseas \(19 December 2018\)](#) and release anew.

IR Representative: Miyuki Motoda / Corporate Planning Department ([ir@shofu.co.jp](mailto:ir@shofu.co.jp))

## 2.0 Company Profile

### Comprehensive Manufacturer of Dental Materials

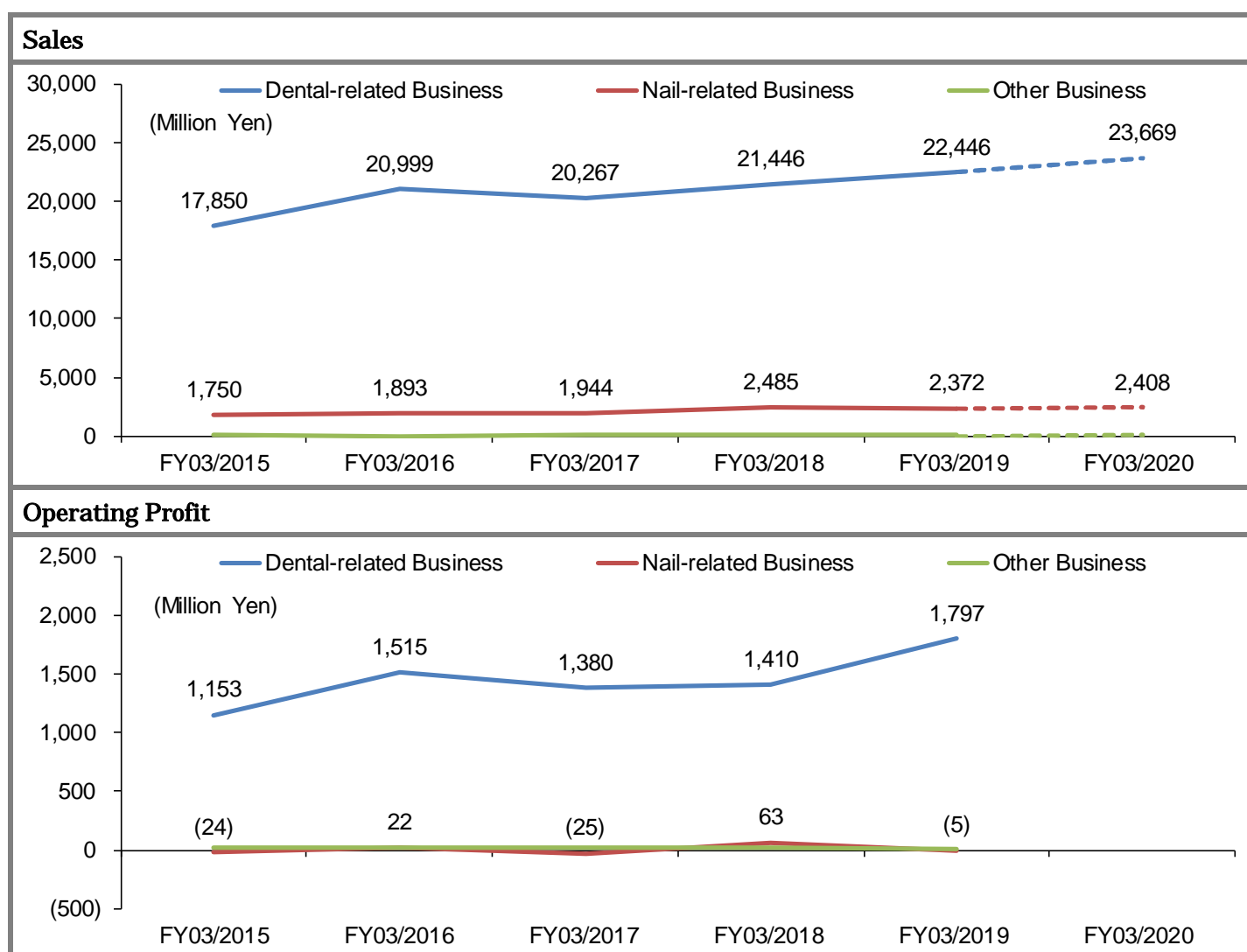
<b>Company Name</b>	SHOFU INC. <a href="#">Website</a> <a href="#">IR Information</a> <a href="#">Share Price (Japanese)</a>
<b>Established</b>	15 May 1922
<b>Listing</b>	25 July 1963: Tokyo Stock Exchange 1st Section (ticker: 7979)
<b>Capital</b>	¥4,474m (as of the end of March 2019)
<b>No. of Shares</b>	16,114,089 shares, including 211,210 treasury shares (as of the end of March 2019)
<b>Main Features</b>	<ul style="list-style-type: none"> <li>● The leader of artificial teeth and abrasives in Japan</li> <li>● Focus on sales promotions overseas where huge room to cultivate remaining</li> <li>● Also developing, manufacturing and selling nail salon materials</li> </ul>
<b>Business Segments</b>	<ul style="list-style-type: none"> <li>. Dental-related Business</li> <li>. Nail-related Business</li> <li>. Other Business</li> </ul>
<b>Top Management</b>	President & CEO: Noriyuki Negoro
<b>Shareholders</b>	Mitsui Chemicals, Inc. 11.17%, The Bank of Kyoto, Ltd. 4.42% (as of the end of March 2019)
<b>Headquarters</b>	Higashiyama-ku, Kyoto-city, JAPAN
<b>No. of Employees</b>	Consolidated:1,168, Parent: 439 (as of the end of March 2019)

Source: Company Data

## 3.0 Recent Trading and Prospects

### FY03/2019 Results

In FY03/2019, sales came in at ¥24,915m (up 3.7% YoY), operating profit ¥1,814m (up 21.1%), recurring profit ¥1,709m (up 9.2%) and profit attributable to owners of parent ¥1,201m (up 36.9%), while operating profit margin 7.3% (up 1.1% points). In spite of worsening of non-operating balance to negative ¥105m from ¥68m, the Company did not fail to see increases with recurring profit. Meanwhile, worsening of non-operating balance was mainly of forex profit and/or loss to negative ¥55m from ¥75m. The Company is exposed to euro-dominated debts and credits to more than a certain extent, while reevaluating them as of the end of every quarter based on actual forex rates.



Source: Company Data, WRJ Calculation

Compared with sales of ¥24,915m (up 3.7%), gross profit came in at ¥14,445m (up 5.0%) and gross profit margin 58.0% (up 0.7% points), while SG&A expenses ¥12,631m (up 3.0%) and the ratio of SG&A expenses to sales 50.7% (down 0.3% points). That is to say, gross profit margin improved in line with improved sales mix, while SG&A expenses saw limited increases, having eventually resulted in favorable increases for operating profit. In other words, the Company benefited a lot from increased sales, which has quite a lot to do with the mainstay Dental-related Business.

The mainstay Dental-related Business to develop, manufacture and sell dental materials/equipment saw sales of ¥22,446m (up 4.7%), operating profit of ¥1,797m (up 27.5%) and operating profit margin of 8.0% (up 1.4% points), having accounted for 90.1% of sales as a whole for the Company and 99.4% of operating profit (before intersegment transactions).

Sales of Japan came in at ¥11,983m (down 1.0%) and sales overseas ¥10,462m (up 12.1%), implying sales overseas being the driver. Given average forex rates having remained roughly unchanged, sales overseas increased by 12.6% on a local currencies basis. When compared with sales of Japan comprising those of self-developed products and of stocking and selling, sales overseas exclusively comprising the former carry gross profit margin relatively higher, suggesting that sales mix is being improved.

Meanwhile, sales of North America & Latin America came in at ¥2,635m (up 8.8%), those of Europe ¥4,322m (up 4.2%) and those of Asia, Oceania, etc. ¥3,504m (up 26.7%), while having increased by 8.9%, by 5.1% and by 27.0%, respectively, on a local currencies basis. Sales of Asia, Oceania, etc. are buoyant in particular. Sales of China are still increasing fast together with growth of the market and increases of the market share, while new bridgehead set up in India sees emerging sales.

#### **FY03/2020 Company Forecasts**

FY03/2020 Company forecasts are going for prospective sales of ¥26,190m (up 5.1% YoY), operating profit of ¥2,056m (up 13.4%), recurring profit of ¥1,941m (up 13.6%) and profit attributable to owners of parent of ¥1,377m (up 14.7%), while operating profit margin of 7.9% (up 0.6% points). Company forecasts are also going for prospective annual dividend of ¥26.0 per share, implying payout ratio of 30.0%.

FY03/2019 initial Company forecasts (released on 10 May 2018) were going for prospective dividend of ¥8.0 per share as of the end of Q2 and ¥13.0 as of the end of Q4. However, given earnings better than expected, the Company has just announced to upgrade the latter to ¥15.0, i.e., annual dividend of ¥23.0 per share, implying payout ratio of 30.4%. On top of this, the Company is going for prospective dividend higher than this in FY03/2020 due to consistent increases of prospective earnings, i.e., ¥26.0 per share, implying payout ratio of 30.0% as above-mentioned.

## 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	Cons.Act	YoY
(Million Yen)	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4		Net Chg.
	03/2018	03/2018	03/2018	03/2018	03/2019	03/2019	03/2019	03/2019	03/2019	
<b>Sales</b>	<b>5,736</b>	<b>11,701</b>	<b>17,801</b>	<b>24,031</b>	<b>6,092</b>	<b>12,179</b>	<b>18,445</b>	<b>24,915</b>		<b>+884</b>
CoGS	2,420	4,986	7,556	10,267	2,545	5,087	7,635	10,469		+202
Gross Profit	3,315	6,714	10,244	13,763	3,546	7,091	10,809	14,445		+682
SG&A	2,968	5,971	9,109	12,266	3,158	6,306	9,485	12,631		+365
<b>Operating Profit</b>	<b>346</b>	<b>742</b>	<b>1,135</b>	<b>1,497</b>	<b>388</b>	<b>784</b>	<b>1,323</b>	<b>1,814</b>		<b>+317</b>
Non Operating Balance	86	111	146	68	27	(2)	(53)	(105)		(173)
<b>Recurring Profit</b>	<b>432</b>	<b>853</b>	<b>1,281</b>	<b>1,565</b>	<b>415</b>	<b>782</b>	<b>1,270</b>	<b>1,709</b>		<b>+144</b>
Extraordinary Balance	9	23	23	(208)	0	0	0	0		+208
Profit before Income Taxes	441	876	1,304	1,357	415	782	1,270	1,709		+352
Total Income Taxes	146	237	368	478	160	244	390	512		+34
NP Belonging to Non-Controlling SHs	-	3	3	1	(7)	(8)	(13)	(4)		(5)
<b>Profit Attributable to Owners of Parent</b>	<b>294</b>	<b>635</b>	<b>933</b>	<b>877</b>	<b>262</b>	<b>546</b>	<b>892</b>	<b>1,201</b>		<b>+324</b>
Sales YoY	+0.5%	+5.9%	+8.2%	+7.7%	+6.2%	+4.1%	+3.6%	+3.7%		-
Operating Profit YoY	(35.8%)	(7.2%)	+14.0%	+8.3%	+12.0%	+5.7%	+16.5%	+21.1%		-
Recurring Profit YoY	+36.2%	+67.6%	+47.3%	+37.2%	(3.9%)	(8.3%)	(0.8%)	+9.2%		-
Profit Attributable to Owners of Parent YoY	+27.9%	+111.2%	+42.8%	+4.8%	(10.9%)	(14.1%)	(4.3%)	+36.9%		-
Gross Profit Margin	57.8%	57.4%	57.5%	57.3%	58.2%	58.2%	58.6%	58.0%		+0.7%
(SG&A / Sales)	51.7%	51.0%	51.2%	51.0%	51.8%	51.8%	51.4%	50.7%		(0.3%)
Operating Profit Margin	6.0%	6.3%	6.4%	6.2%	6.4%	6.4%	7.2%	7.3%		+1.1%
Recurring Profit Margin	7.5%	7.3%	7.2%	6.5%	6.8%	6.4%	6.9%	6.9%		+0.3%
Profit Attributable to Owners of Parent Margin	5.1%	5.4%	5.2%	3.6%	4.3%	4.5%	4.8%	4.8%		+1.2%
Total Income Taxes / Profit before Income Taxes	33.1%	27.1%	28.2%	35.2%	38.6%	31.2%	30.7%	30.0%		(5.3%)
Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY
(Million Yen)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		Net Chg.
	03/2018	03/2018	03/2018	03/2018	03/2019	03/2019	03/2019	03/2019	03/2019	
<b>Sales</b>	<b>5,736</b>	<b>5,965</b>	<b>6,100</b>	<b>6,230</b>	<b>6,092</b>	<b>6,087</b>	<b>6,266</b>	<b>6,470</b>		<b>+240</b>
CoGS	2,420	2,566	2,570	2,711	2,545	2,542	2,548	2,834		+123
Gross Profit	3,315	3,399	3,530	3,519	3,546	3,545	3,718	3,636		+117
SG&A	2,968	3,003	3,138	3,157	3,158	3,148	3,179	3,146		(11)
<b>Operating Profit</b>	<b>346</b>	<b>396</b>	<b>393</b>	<b>362</b>	<b>388</b>	<b>396</b>	<b>539</b>	<b>491</b>		<b>+129</b>
Non Operating Balance	86	25	35	(78)	27	(29)	(51)	(52)		+26
<b>Recurring Profit</b>	<b>432</b>	<b>421</b>	<b>428</b>	<b>284</b>	<b>415</b>	<b>367</b>	<b>488</b>	<b>439</b>		<b>+155</b>
Extraordinary Balance	9	14	0	(231)	0	0	0	0		+231
Profit before Income Taxes	441	435	428	53	415	367	488	439		+386
Total Income Taxes	146	91	131	110	160	84	146	122		+12
NP Belonging to Non-Controlling SHs	-	3	-	(2)	(7)	(1)	(5)	9		+11
<b>Profit Attributable to Owners of Parent</b>	<b>294</b>	<b>341</b>	<b>298</b>	<b>(56)</b>	<b>262</b>	<b>284</b>	<b>346</b>	<b>309</b>		<b>+365</b>
Sales YoY	+0.5%	+11.6%	+12.9%	+6.5%	+6.2%	+2.0%	+2.7%	+3.9%		-
Operating Profit YoY	(35.8%)	+52.3%	+100.5%	(6.2%)	+12.0%	+0.0%	+37.2%	+35.6%		-
Recurring Profit YoY	+36.2%	+119.3%	+18.9%	+4.4%	(3.9%)	(12.8%)	+14.0%	+54.6%		-
Profit Attributable to Owners of Parent YoY	+27.9%	+380.3%	(15.3%)	-	(10.9%)	(16.7%)	+16.1%	-		-
Gross Profit Margin	57.8%	57.0%	57.9%	56.5%	58.2%	58.2%	59.3%	56.2%		(0.3%)
(SG&A / Sales)	51.7%	50.3%	51.4%	50.7%	51.8%	51.7%	50.7%	48.6%		(2.0%)
Operating Profit Margin	6.0%	6.6%	6.4%	5.8%	6.4%	6.5%	8.6%	7.6%		+1.8%
Recurring Profit Margin	7.5%	7.1%	7.0%	4.6%	6.8%	6.0%	7.8%	6.8%		+2.2%
Profit Attributable to Owners of Parent Margin	5.1%	5.7%	4.9%	(0.9%)	4.3%	4.7%	5.5%	4.8%		+5.7%
Total Income Taxes / Profit before Income Taxes	33.1%	20.9%	30.6%	207.5%	38.6%	22.9%	29.9%	27.8%		(179.8%)

Source: Company Data, WRJ Calculation

## Segmented Information (Cumulative, Quarterly)

Segmented Information (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2018	Q1 to Q2 03/2018	Q1 to Q3 03/2018	Q1 to Q4 03/2018	Q1 03/2019	Q1 to Q2 03/2019	Q1 to Q3 03/2019	Q1 to Q4 03/2019		
Dental-related Business	5,174	10,441	15,903	21,446	5,494	10,929	16,592	22,446	+1,000	
Nail-related Business	538	1,210	1,821	2,485	572	1,198	1,776	2,372	(113)	
Other Business	23	49	76	98	25	51	75	96	(2)	
<b>Sales</b>	<b>5,736</b>	<b>11,701</b>	<b>17,801</b>	<b>24,031</b>	<b>6,092</b>	<b>12,179</b>	<b>18,445</b>	<b>24,915</b>	<b>+884</b>	
Dental-related Business	354	717	1,093	1,410	403	802	1,337	1,797	+387	
Nail-related Business	(14)	13	21	63	(22)	(29)	(32)	(5)	(68)	
Other Business	5	8	14	17	5	9	13	16	(1)	
<b>Segment profit</b>	<b>345</b>	<b>739</b>	<b>1,130</b>	<b>1,491</b>	<b>387</b>	<b>781</b>	<b>1,318</b>	<b>1,807</b>	<b>+316</b>	
Elimination of intersegment transactions	1	3	4	6	1	3	4	6	0	
<b>Operating Profit</b>	<b>346</b>	<b>742</b>	<b>1,135</b>	<b>1,497</b>	<b>388</b>	<b>784</b>	<b>1,323</b>	<b>1,814</b>	<b>+317</b>	
Dental-related Business	6.8%	6.9%	6.9%	6.6%	7.3%	7.3%	8.1%	8.0%	+1.4%	
Nail-related Business	(2.6%)	1.1%	1.2%	2.5%	(3.8%)	(2.4%)	(1.8%)	(0.2%)	(2.7%)	
Other Business	21.7%	16.3%	18.4%	17.3%	20.0%	17.6%	17.3%	16.7%	(0.7%)	
<b>Operating Profit Margin</b>	<b>6.0%</b>	<b>6.3%</b>	<b>6.4%</b>	<b>6.2%</b>	<b>6.4%</b>	<b>6.4%</b>	<b>7.2%</b>	<b>7.3%</b>	<b>+1.1%</b>	

Segmented Information (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2018	Q2 03/2018	Q3 03/2018	Q4 03/2018	Q1 03/2019	Q2 03/2019	Q3 03/2019	Q4 03/2019		
Dental-related Business	5,174	5,267	5,462	5,543	5,494	5,435	5,663	5,854	+311	
Nail-related Business	538	672	611	664	572	626	578	596	(68)	
Other Business	23	26	27	22	25	26	24	21	(1)	
<b>Sales</b>	<b>5,736</b>	<b>5,965</b>	<b>6,100</b>	<b>6,230</b>	<b>6,092</b>	<b>6,087</b>	<b>6,266</b>	<b>6,470</b>	<b>+240</b>	
Dental-related Business	354	363	376	317	403	399	535	460	+143	
Nail-related Business	(14)	27	8	42	(22)	(7)	(3)	27	(15)	
Other Business	5	3	6	3	5	4	4	3	0	
<b>Segment profit</b>	<b>345</b>	<b>394</b>	<b>391</b>	<b>361</b>	<b>387</b>	<b>394</b>	<b>537</b>	<b>489</b>	<b>+128</b>	
Elimination of intersegment transactions	1	2	1	2	1	2	1	2	0	
<b>Operating Profit</b>	<b>346</b>	<b>396</b>	<b>393</b>	<b>362</b>	<b>388</b>	<b>396</b>	<b>539</b>	<b>491</b>	<b>+129</b>	
Dental-related Business	6.8%	6.9%	6.9%	5.7%	7.3%	7.3%	9.4%	7.9%	+2.1%	
Nail-related Business	(2.6%)	4.0%	1.3%	6.3%	(3.8%)	(1.1%)	(0.5%)	4.5%	(1.8%)	
Other Business	21.7%	11.5%	22.2%	13.6%	20.0%	15.4%	16.7%	14.3%	+0.6%	
<b>Operating Profit Margin</b>	<b>6.0%</b>	<b>6.6%</b>	<b>6.4%</b>	<b>5.8%</b>	<b>6.4%</b>	<b>6.5%</b>	<b>8.6%</b>	<b>7.6%</b>	<b>+1.8%</b>	

Source: Company Data, WRJ Calculation

## Balance Sheet (Quarterly)

Balance Sheet (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2018	Q2 03/2018	Q3 03/2018	Q4 03/2018	Q1 03/2019	Q2 03/2019	Q3 03/2019	Q4 03/2019		
Cash & Deposit	4,844	4,881	5,111	5,733	5,713	5,380	4,806	4,890	(843)	
Accounts Receivables	3,199	3,227	3,020	3,285	3,096	3,116	2,981	3,354	+69	
Inventory	5,712	5,934	6,141	5,871	6,302	6,469	6,669	6,207	+336	
Other	965	956	973	456	499	443	519	524	+68	
<b>Current Assets</b>	<b>14,720</b>	<b>14,998</b>	<b>15,245</b>	<b>15,345</b>	<b>15,610</b>	<b>15,408</b>	<b>14,975</b>	<b>14,975</b>	<b>(370)</b>	
Tangible Assets	6,677	6,667	6,597	6,588	6,519	6,757	6,784	7,100	+512	
Intangible Assets	1,595	1,613	1,599	1,279	1,220	1,218	1,149	1,132	(147)	
Investments & Other Assets	6,840	7,194	7,659	7,676	7,422	7,549	6,422	6,953	(723)	
<b>Fixed Assets</b>	<b>15,113</b>	<b>15,475</b>	<b>15,856</b>	<b>15,545</b>	<b>15,163</b>	<b>15,525</b>	<b>14,355</b>	<b>15,186</b>	<b>(359)</b>	
<b>Total Assets</b>	<b>29,834</b>	<b>30,473</b>	<b>31,102</b>	<b>30,890</b>	<b>30,773</b>	<b>30,933</b>	<b>29,331</b>	<b>30,161</b>	<b>(729)</b>	
Accounts Payables	706	611	688	744	861	719	781	669	(75)	
Short Term Debt	505	505	505	500	500	500	500	849	+349	
Other	2,315	2,248	2,110	2,419	2,536	2,394	2,008	2,302	(117)	
<b>Current Liabilities</b>	<b>3,526</b>	<b>3,364</b>	<b>3,303</b>	<b>3,663</b>	<b>3,897</b>	<b>3,613</b>	<b>3,289</b>	<b>3,820</b>	<b>+157</b>	
Long Term Debt	1,100	975	850	986	855	739	604	125	(861)	
Other	2,286	2,423	2,599	2,084	1,986	2,005	1,662	1,832	(252)	
<b>Fixed Liabilities</b>	<b>3,386</b>	<b>3,398</b>	<b>3,449</b>	<b>3,070</b>	<b>2,841</b>	<b>2,744</b>	<b>2,266</b>	<b>1,957</b>	<b>(1,113)</b>	
<b>Total Liabilities</b>	<b>6,912</b>	<b>6,762</b>	<b>6,753</b>	<b>6,733</b>	<b>6,739</b>	<b>6,357</b>	<b>5,556</b>	<b>5,778</b>	<b>(955)</b>	
<b>Shareholders' Equity</b>	<b>20,066</b>	<b>20,408</b>	<b>20,578</b>	<b>20,522</b>	<b>20,598</b>	<b>20,882</b>	<b>21,101</b>	<b>21,409</b>	<b>+887</b>	
Other	2,855	3,302	3,770	3,635	3,436	3,694	2,674	2,974	(661)	
<b>Net Assets</b>	<b>22,921</b>	<b>23,710</b>	<b>24,348</b>	<b>24,157</b>	<b>24,034</b>	<b>24,576</b>	<b>23,775</b>	<b>24,383</b>	<b>+226</b>	
<b>Total Liabilities &amp; Net Assets</b>	<b>29,834</b>	<b>30,473</b>	<b>31,102</b>	<b>30,890</b>	<b>30,773</b>	<b>30,933</b>	<b>29,331</b>	<b>30,161</b>	<b>(729)</b>	
Equity Capital	22,818	23,598	24,230	24,035	23,919	24,457	23,656	24,250	+215	
Interest Bearing Debt	1,605	1,480	1,355	1,486	1,355	1,239	1,104	974	(512)	
Net Debt	(3,239)	(3,401)	(3,756)	(4,247)	(4,358)	(4,141)	(3,702)	(3,916)	+331	
Equity Ratio	76.5%	77.4%	77.9%	77.8%	77.7%	79.1%	80.7%	80.4%	+2.6%	
Net Debt Equity Ratio	(14.2%)	(14.4%)	(15.5%)	(17.7%)	(18.2%)	(16.9%)	(15.6%)	(16.1%)	+1.5%	
ROE (12 months)	4.1%	5.3%	4.8%	3.8%	3.6%	3.3%	3.5%	5.0%	+1.2%	
ROA (12 months)	4.4%	5.1%	5.2%	5.2%	5.1%	4.9%	5.1%	5.6%	+0.4%	
Days for Inventory Turnover	215	211	218	197	225	232	238	199	-	
Quick Ratio	228%	241%	246%	246%	226%	235%	237%	216%	-	
Current Ratio	417%	446%	462%	419%	401%	426%	455%	392%	-	

Source: Company Data, WRJ Calculation

## Cash Flow Statement (Cumulative)

Cash Flow Statement (Million Yen)	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	YoY Net Chg.
	Q1 03/2018	Q1 to Q2 03/2018	Q1 to Q3 03/2018	Q1 to Q4 03/2018	Q1 03/2019	Q1 to Q2 03/2019	Q1 to Q3 03/2019	Q1 to Q4 03/2019		
Operating Cash Flow	-	611	-	1,936	-	616	-	1,468	(468)	
Investing Cash Flow	-	(578)	-	(772)	-	(518)	-	(1,519)	(747)	
<b>Operating CF &amp; Investing CF</b>	<b>-</b>	<b>33</b>	<b>-</b>	<b>1,164</b>	<b>-</b>	<b>98</b>	<b>-</b>	<b>(51)</b>	<b>(1,215)</b>	
Financing Cash Flow	-	(458)	-	(592)	-	(454)	-	(844)	(252)	

Source: Company Data, WRJ Calculation

**Disclaimer**

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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.

Company name: Walden Research Japan Incorporated

Head office: 4F Hulic Ginza 1-chome Building, 1-13-1 Ginza, Chuo-ku, Tokyo 104-0061 JAPAN

URL: [www.walden.co.jp](http://www.walden.co.jp)

E-mail: [info@walden.co.jp](mailto:info@walden.co.jp)

Phone : +81 3 3553 3769

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