PL


By business segment

| ( $¥$ thousand) | FY2/13 |  |  |  |  |  |  | FY2/14 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1 H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Net sales | 4,728,509 | 3,950,865 | 8,679,375 | 3,886,900 | 3,830,664 | 7,717,564 | 16,396,939 | 4,656,831 | 4,224,845 | 8,881,677 | 3,545,402 | 5,189,203 | 8,734,606 | 17,616,284 |
| Machinery Business Segment | 3,240,641 | 2,376,530 | 5,617,172 | 2,078,342 | 2,219,310 | 4,297,652 | 9,914,824 | 3,048,680 | 2,684,594 | 5,733,274 | 1,933,878 | 3,337,480 | 5,271,358 | 11,004,633 |
| Pharmaceutical Products | 2,714,112 | 1,959,180 | 4,673,292 | 1,800,466 | 1,774,468 | 3,574,935 | 8,248,227 | 2,801,399 | 2,219,521 | 5,020,921 | 1,756,188 | 2,960,484 | 4,716,673 | 9,737,594 |
| Industrial Products | 526,528 | 417,350 | 943,879 | 277,875 | 444,841 | 722,717 | 1,666,596 | 247,280 | 465,072 | 712,353 | 177,689 | 376,995 | 554,685 | 1,267,038 |
| Chemicals Business Segment | 1,487,868 | 1,574,334 | 3,062,203 | 1,808,558 | 1,611,354 | 3,419,912 | 6,482,115 | 1,608,151 | 1,540,251 | 3,148,402 | 1,611,524 | 1,851,723 | 3,463,247 | 6,611,650 |
| Pharmaceutical Excipients | 450,933 | 547,157 | 998,090 | 572,679 | 470,174 | 1,042,854 | 2,040,945 | 508,181 | 470,078 | 978,260 | 448,385 | 546,124 | 994,509 | 1,972,769 |
| Food Preservatives | 487,953 | 435,085 | 923,039 | 501,043 | 465,086 | 966,129 | 1,889,169 | 473,884 | 428,041 | 901,926 | 513,294 | 500,018 | 1,013,312 | 1,915,239 |
| Dietary Supplement Products | 548,981 | 592,091 | 1,141,072 | 734,835 | 676,092 | 1,410,928 | 2,552,000 | 626,084 | 642,130 | 1,268,215 | 649,844 | 805,581 | 1,455,425 | 2,723,641 |
| Segment income | 494,096 | 399,653 | 893,750 | 347,684 | 228,720 | 576,405 | 1,470,155 | 562,485 | 281,396 | 843,881 | 156,437 | 286,227 | 442,664 | 1,286,546 |
| Machinery Business Segment | 419,473 | 309,062 | 728,536 | 234,079 | 209,467 | 443,546 | 1,172,082 | 496,861 | 261,949 | 758,810 | 166,539 | 316,969 | 483,509 | 1,242,320 |
| Chemicals Business Segment | 142,875 | 156,795 | 299,671 | 180,328 | 85,228 | 265,556 | 565,227 | 162,804 | 94,221 | 257,025 | 67,631 | 54,837 | 122,469 | 379,495 |
| Adjustments | $(68,252)$ | $(66,204)$ | $(134,456)$ | $(66,722)$ | $(65,974)$ | $(132,697)$ | $(267,154)$ | $(97,180)$ | $(74,774)$ | $(171,955)$ | $(77,733)$ | $(85,580)$ | $(163,313)$ | $(335,268)$ |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery Business Segment | 68.5\% | 60.2\% | 64.7\% | 53.5\% | 57.9\% | 55.7\% | 60.5\% | 65.5\% | 63.5\% | 64.6\% | 54.5\% | 64.3\% | 60.4\% | 62.5\% |
| Pharmaceutical Products | 83.8\% | 82.4\% | 83.2\% | 86.6\% | 80.0\% | 83.2\% | 83.2\% | 91.9\% | 82.7\% | 87.6\% | 90.8\% | 88.7\% | 89.5\% | 88.5\% |
| Industrial Products | 16.2\% | 17.6\% | 16.8\% | 13.4\% | 20.0\% | 16.8\% | 16.8\% | 8.1\% | 17.3\% | 12.4\% | 9.2\% | 11.3\% | 10.5\% | 11.5\% |
| Chemicals Business Segment | 31.5\% | 39.8\% | 35.3\% | 46.5\% | 42.1\% | 44.3\% | 39.5\% | 34.5\% | 36.5\% | 35.4\% | 45.5\% | 35.7\% | 39.6\% | 37.5\% |
| Pharmaceutical Excipients | 30.3\% | 34.8\% | 32.6\% | 31.7\% | 29.2\% | 30.5\% | 31.5\% | 31.6\% | 30.5\% | 31.1\% | 27.8\% | 29.5\% | 28.7\% | 29.8\% |
| Food Preservatives | 32.8\% | 27.6\% | 30.1\% | 27.7\% | 28.9\% | 28.3\% | 29.1\% | 29.5\% | 27.8\% | 28.6\% | 31.9\% | 27.0\% | 29.3\% | 29.0\% |
| Dietary Supplement Products | 36.9\% | 37.6\% | 37.3\% | 40.6\% | 42.0\% | 41.3\% | 39.4\% | 38.9\% | 41.7\% | 40.3\% | 40.3\% | 43.5\% | 42.0\% | 41.2\% |
| Segment income margin (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery Business Segment | 12.9\% | 13.0\% | 13.0\% | 11.3\% | 9.4\% | 10.3\% | 11.8\% | 16.3\% | 9.8\% | 13.2\% | 8.6\% | 9.5\% | 9.2\% | 11.3\% |
| Chemicals Business Segment | 9.6\% | 10.0\% | 9.8\% | 10.0\% | 5.3\% | 7.8\% | 8.7\% | 10.1\% | 6.1\% | 8.2\% | 4.2\% | 3.0\% | 3.5\% | 5.7\% |
| Year-over-year basis (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net sales | 45.2\% | 5.5\% | 24.0\% | 2.0\% | -13.4\% | -6.3\% | 7.6\% | -1.5\% | 6.9\% | 2.3\% | -8.8\% | 35.5\% | 13.2\% | 7.4\% |
| Machinery Business Segment | 55.4\% | 1.2\% | 26.7\% | -10.4\% | -21.6\% | -16.5\% | 3.5\% | -5.9\% | 13.0\% | 2.1\% | -7.0\% | 50.4\% | 22.7\% | 11.0\% |
| Chemicals Business Segment | 27.2\% | 12.6\% | 19.2\% | 21.2\% | 1.1\% | 10.8\% | 14.7\% | 8.1\% | -2.2\% | 2.8\% | -10.9\% | 14.9\% | 1.3\% | 2.0\% |
| Segment income | 270.0\% | 34.8\% | 107.8\% | -10.4\% | -7.5\% | -9.2\% | 38.0\% | 13.8\% | -29.6\% | -5.6\% | -55.0\% | 25.1\% | -23.2\% | -12.5\% |
| Machinery Business Segment | 203.7\% | 20.1\% | 84.2\% | -32.8\% | 28.2\% | -13.3\% | 29.2\% | 18.4\% | -15.2\% | 4.2\% | -28.9\% | 51.3\% | 9.0\% | 6.0\% |
| Chemicals Business Segment | 88.7\% | 40.6\% | 60.0\% | 56.3\% | -49.2\% | -6.2\% | 20.2\% | 13.9\% | -39.9\% | -14.2\% | -62.5\% | -35.7\% | -53.9\% | -32.9\% |

By region

| ( $¥$ thousand) | FY2/13 |  |  |  |  |  |  | FY2/14 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Net sales | 4,728,509 | 3,950,865 | 8,679,375 | 3,886,900 | 3,830,664 | 7,717,564 | 16,396,939 | 4,656,831 | 4,224,845 | 8,881,677 | 3,545,402 | 5,189,203 | 8,734,606 | 17,616,284 |
| Japan | 3,455,720 | 2,989,558 | 6,445,279 | 3,393,616 | 2,961,864 | 6,355,480 | 12,800,760 | 3,991,311 | 3,294,830 | 7,286,142 | 2,704,615 | 3,243,197 | 5,947,813 | 13,233,955 |
| Overseas | 1,272,788 | 961,306 | 2,234,095 | 493,283 | 868,800 | 1,362,084 | 3,596,179 | 665,519 | 930,015 | 1,595,535 | 840,787 | 1,946,005 | 2,786,793 | 4,382,328 |
| North America | 288,344 | 309,973 | 598,318 | 81,566 | 268,207 | 349,774 | 948,092 | 275,741 | 538,056 | 813,797 | 99,851 | 589,983 | 689,835 | 1,503,632 |
| South and Central America | 305,470 | 298,887 | 604,357 | 94,795 | 111,418 | 206,214 | 810,571 | 15,103 | 33,085 | 48,188 | 444,780 | 886,980 | 1,331,760 | 1,379,949 |
| Europe | 253,952 | 235,869 | 489,821 | 215,134 | 67,842 | 282,976 | 772,797 | 309,931 | 239,033 | 548,965 | 106,817 | 45,698 | 152,515 | 701,481 |
| Others | 425,021 | 116,576 | 541,597 | 101,787 | 421,331 | 523,119 | 1,064,717 | 64,743 | 119,840 | 184,583 | 189,338 | 423,342 | 612,681 | 797,264 |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 73.1\% | 75.7\% | 74.3\% | 87.3\% | 77.3\% | 82.4\% | 78.1\% | 85.7\% | 78.0\% | 82.0\% | 76.3\% | 62.5\% | 68.1\% | 75.1\% |
| Overseas | 26.9\% | 24.3\% | 25.7\% | 12.7\% | 22.7\% | 17.6\% | 21.9\% | 14.3\% | 22.0\% | 18.0\% | 23.7\% | 37.5\% | 31.9\% | 24.9\% |
| North America | 6.1\% | 7.8\% | 6.9\% | 2.1\% | 7.0\% | 4.5\% | 5.8\% | 5.9\% | 12.7\% | 9.2\% | 2.8\% | 11.4\% | 7.9\% | 8.5\% |
| South and Central America | 6.5\% | 7.6\% | 7.0\% | 2.4\% | 2.9\% | 2.7\% | 4.9\% | 0.3\% | 0.8\% | 0.5\% | 12.5\% | 17.1\% | 15.2\% | 7.8\% |
| Europe | 5.4\% | 6.0\% | 5.6\% | 5.5\% | 1.8\% | 3.7\% | 4.7\% | 6.7\% | 5.7\% | 6.2\% | 3.0\% | 0.9\% | 1.7\% | 4.0\% |
| Others | 9.0\% | 3.0\% | 6.2\% | 2.6\% | 11.0\% | 6.8\% | 6.5\% | 1.4\% | 2.8\% | 2.1\% | 5.3\% | 8.2\% | 7.0\% | 4.5\% |

Orders received and order backlog

| ( $\#$ thousand) | FY2/13 |  |  |  |  |  |  | FY2/14 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1 H | Q3 | Q4 | 2 H | Full-Yea |
| Orders received | 3,359,785 | 2,696,549 | 6,056,335 | 2,811,569 | 3,249,813 | 6,061,382 | 12,117,717 | 3,524,560 | 3,255,872 | 6,780,432 | 3,349,700 | 2,674,419 | 6,024,120 | 12,804,553 |
| Machinery Division | 2,699,558 | 1,998,284 | 4,697,842 | 2,002,841 | 2,572,309 | 4,575,150 | 9,272,992 | 3,026,676 | 2,491,904 | 5,518,580 | 2,696,100 | 1,852,633 | 4,548,734 | 10,067,314 |
| Pharmaceutical Products | 2,261,214 | 1,794,146 | 4,055,361 | 1,626,066 | 2,226,229 | 3,852,295 | 7,907,656 | 2,682,948 | 2,280,170 | 4,963,118 | 2,565,630 | 1,697,615 | 4,263,246 | 9,226,364 |
| Industrial Products | 438,343 | 204,137 | 642,481 | 376,774 | 346,080 | 722,854 | 1,365,335 | 343,728 | 211,733 | 555,461 | 130,470 | 155,017 | 285,488 | 840,950 |
| Chemicals Division | 660,227 | 698,265 | 1,358,492 | 808,728 | 677,503 | 1,486,232 | 2,844,725 | 497,883 | 763,968 | 1,261,852 | 653,599 | 821,786 | 1,475,386 | 2,737,238 |
| Order backlog (End of period) | 5,709,701 | 5,493,291 | 5,493,291 | 5,471,233 | 5,809,647 | 5,809,647 | 5,809,647 | 5,925,573 | 5,868,875 | 5,868,875 | 6,688,794 | 5,551,931 | 5,551,931 | 5,551,931 |
| Machinery Division | 5,260,683 | 4,938,098 | 4,938,098 | 4,883,770 | 5,263,125 | 5,263,125 | 5,263,125 | 5,440,014 | 5,328,716 | 5,328,716 | 6,144,881 | 4,991,812 | 4,991,812 | 4,991,812 |
| Pharmaceutical Products | 4,708,880 | 4,497,376 | 4,497,376 | 4,369,016 | 4,740,313 | 4,740,313 | 4,740,313 | 4,798,107 | 4,909,920 | 4,909,920 | 5,739,624 | 4,775,007 | 4,775,007 | 4,775,007 |
| Industrial Products | 551,802 | 440,722 | 440,722 | 514,753 | 522,811 | 522,811 | 522,811 | 641,907 | 418,796 | 418,796 | 405,256 | 216,804 | 216,804 | 216,804 |
| Chemicals Division | 449,018 | 555,192 | 555,192 | 587,463 | 546,522 | 546,522 | 546,522 | 485,559 | 540,158 | 540,158 | 543,913 | 560,118 | 560,118 | 560,118 |

Machinery orders received and order backlog

| ( $\ddagger$ thousand) | FY2/13 |  |  |  |  |  |  | FY2/14 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Machinery orders received | 2,699,558 | 1,998,284 | 4,697,842 | 2,002,841 | 2,572,309 | 4,575,150 | 9,272,992 | 3,026,676 | 2,491,904 | 5,518,580 | 2,696,100 | 1,852,633 | 4,548,734 | 10,067,314 |
| Domestic | 1,991,811 | 1,435,146 | 3,426,958 | 1,259,188 | 1,445,541 | 2,704,730 | 6,131,688 | 1,797,413 | 1,547,629 | 3,345,043 | 1,453,089 | 1,172,385 | 2,625,474 | 5,970,518 |
| Overseas | 707,746 | 563,137 | 1,270,883 | 743,652 | 1,126,767 | 1,870,420 | 3,141,303 | 1,229,263 | 944,274 | 2,173,537 | 1,243,011 | 680,248 | 1,923,259 | 4,096,796 |
| FREUND-VECTOR orders received | 619,142 | 430,554 | 1,049,696 | 667,058 | 782,662 | 1,449,720 | 2,499,417 | 1,122,714 | 801,401 | 1,924,115 | 1,184,094 | 584,243 | 1,768,337 | 3,692,453 |
| FREUND-VECTOR order backlog (End of period) | 1,001,240 | 783,817 | 783,817 | 1,058,593 | 1,107,930 | 1,107,930 | 1,107,930 | 1,920,880 | 2,014,644 | 2,014,644 | 2,446,270 | 1,492,956 | 1,492,956 | 1,492,956 |

e a dind dim backlog of PEUNDVECTOR

Machinery sales

| ( $\ddagger$ thousand) | FY2/13 |  |  |  |  |  |  | FY2/14 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Machinery division |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery sales | 3,240,641 | 2,376,530 | 5,617,172 | 2,078,342 | 2,219,310 | 4,297,652 | 9,914,824 | 3,048,680 | 2,684,594 | 5,733,274 | 1,933,878 | 3,337,480 | 5,271,358 | 11,004,633 |
| FREUND CORPORATION | 2,194,409 | 1,683,753 | 3,878,162 | 1,675,754 | 1,470,549 | 3,146,304 | 7,024,466 | 2,572,993 | 1,905,149 | 4,478,143 | 1,132,507 | 1,471,233 | 2,603,740 | 7,081,883 |
| FREUND-VECTOR | 1,034,988 | 695,768 | 1,730,757 | 395,306 | 857,723 | 1,253,029 | 2,983,787 | 499,034 | 763,865 | 1,262,899 | 781,597 | 1,848,258 | 2,629,855 | 3,892,755 |
| FREUND-TURBO | 219,854 | 336,839 | 556,693 | 256,325 | 209,655 | 465,981 | 1,022,675 | 274,556 | 177,082 | 451,638 | 175,049 | 155,383 | 330,433 | 782,071 |
| Operating income (befor elimination of intra-company transactions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND-VECTOR | 81,932 | 38,063 | 119,996 | $(62,049)$ | 89,478 | 27,429 | 147,425 | $(18,430)$ | 30,493 | 12,063 | 35,008 | 122,909 | 157,917 | 169,980 |
| FREUND-TURBO | 16,195 | 42,524 | 58,719 | 29,786 | $(7,437)$ | 22,348 | 81,068 | 18,904 | $(4,903)$ | 14,001 | $(11,839)$ | 3,426 | $(22,413)$ | $(8,412)$ |
| By geographic region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 1,978,137 | 1,443,623 | 3,421,761 | 1,593,283 | 1,368,765 | 2,962,049 | 6,383,810 | 2,389,623 | 1,758,967 | 4,148,591 | 1,104,910 | 1,399,060 | 2,503,970 | 6,652,561 |
| North and South America | 593,815 | 608,861 | 1,202,676 | 176,362 | 379,625 | 555,988 | 1,758,664 | 290,844 | 571,141 | 861,986 | 544,631 | 1,476,964 | 2,021,595 | 2,883,582 |
| Europe and Africa | 251,903 | 235,741 | 487,645 | 215,023 | 66,702 | 281,725 | 769,370 | 309,938 | 239,033 | 548,972 | 106,592 | 46,696 | 153,288 | 702,261 |
| Middle East, Asia and Pacific | 416,784 | 88,304 | 505,089 | 93,673 | 404,216 | 497,889 | 1,002,978 | 58,272 | 115,451 | 173,724 | 177,743 | 414,758 | 592,502 | 766,227 |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery sales | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| FREUND CORPORATION | 67.7\% | 70.8\% | 69.0\% | 80.6\% | 66.3\% | 73.2\% | 70.8\% | 84.4\% | 71.0\% | 78.1\% | 58.6\% | 44.1\% | 49.4\% | 64.4\% |
| FREUND-VECTOR | 31.9\% | 29.3\% | 30.8\% | 19.0\% | 38.6\% | 29.2\% | 30.1\% | 16.4\% | 28.5\% | 22.0\% | 40.4\% | 55.4\% | 49.9\% | 35.4\% |
| FREUND-TURBO | 6.8\% | 14.2\% | 9.9\% | 12.3\% | 9.4\% | 10.8\% | 10.3\% | 9.0\% | 6.6\% | 7.9\% | 9.1\% | 4.7\% | 6.3\% | 7.1\% |
| By geographic region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 61.0\% | 60.7\% | 60.9\% | 76.7\% | 61.7\% | 68.9\% | 64.4\% | 78.4\% | 65.5\% | 72.4\% | 57.1\% | 41.9\% | 47.5\% | 60.5\% |
| North and South America | 18.3\% | 25.6\% | 21.4\% | 8.5\% | 17.1\% | 12.9\% | 17.7\% | 9.5\% | 21.3\% | 15.0\% | 28.2\% | 44.3\% | 38.4\% | 26.2\% |
| Europe and Africa | 7.8\% | 9.9\% | 8.7\% | 10.3\% | 3.0\% | 6.6\% | 7.8\% | 10.2\% | 8.9\% | 9.6\% | 5.5\% | 1.4\% | 2.9\% | 6.4\% |
| Middle East, Asia and Pacific | 12.9\% | 3.7\% | 9.0\% | 4.5\% | 18.2\% | 11.6\% | 10.1\% | 1.9\% | 4.3\% | 3.0\% | 9.2\% | 12.4\% | 11.2\% | 7.0\% |
| Operating income margin |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND-VECTOR | 7.9\% | 5.5\% | 6.9\% | -15.7\% | 10.4\% | 2.2\% | 4.9\% | -3.7\% | 4.0\% | 1.0\% | 4.5\% | 6.7\% | 6.0\% | 4.4\% |
| FREUND-TURBO | 7.4\% | 12.6\% | 10.5\% | 11.6\% | -3.5\% | 4.8\% | 7.9\% | 6.9\% | -2.8\% | 3.1\% | -6.8\% | 2.2\% | -6.8\% | -1.1\% |

PL


By business segment

| ( $\ddagger$ thousand) | FY2/15 |  |  |  |  |  |  | FY2/16 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Net sales | 3,506,699 | 3,865,222 | 7,371,922 | 4,639,168 | 5,413,187 | 10,052,356 | 17,424,279 | 3,002,638 | 4,694,781 | 7,697,419 | 5,384,281 | 5,945,932 | 11,330,214 | 19,027,633 |
| Machinery Business Segment | 1,794,953 | 2,248,832 | 4,043,786 | 3,105,263 | 3,792,639 | 6,897,902 | 10,941,689 | 1,826,072 | 3,166,599 | 4,992,672 | 3,671,079 | 4,373,628 | 8,044,707 | 13,037,379 |
| Pharmaceutical Products | 1,556,237 | 2,079,146 | 3,635,383 | 2,748,121 | 3,561,691 | 6,309,813 | 9,945,197 | 1,612,973 | 2,922,095 | 4,535,068 | 3,252,801 | 3,656,190 | 6,908,992 | 11,444,060 |
| Industrial Products | 238,716 | 169,685 | 408,402 | 357,141 | 230,947 | 588,089 | 996,491 | 213,099 | 244,504 | 457,603 | 418,277 | 717,437 | 1,135,715 | 1,593,318 |
| Chemicals Business Segment | 1,711,745 | 1,616,390 | 3,328,135 | 1,533,905 | 1,620,548 | 3,154,454 | 6,482,590 | 1,176,565 | 1,528,182 | 2,704,747 | 1,713,202 | 1,572,304 | 3,285,506 | 5,990,254 |
| Pharmaceutical Excipients | 478,288 | 593,240 | 1,071,529 | 479,930 | 583,671 | 1,063,602 | 2,135,131 | 478,560 | 515,515 | 994,075 | 606,198 | 531,927 | 1,138,126 | 2,132,202 |
| Food Preservatives | 484,760 | 450,888 | 935,648 | 514,770 | 502,420 | 1,017,190 | 1,952,839 | 482,467 | 474,222 | 956,690 | 526,628 | 521,549 | 1,048,177 | 2,004,868 |
| Dietary Supplement Products | 748,696 | 572,260 | 1,320,957 | 539,205 | 534,456 | 1,073,661 | 2,394,619 | 215,537 | 538,443 | 753,980 | 580,375 | 518,827 | 1,099,202 | 1,853,183 |
| Segment income | $(20,876)$ | 121,955 | 101,078 | 483,991 | 565,271 | 1,049,263 | 1,150,342 | $(24,500)$ | 223,392 | 198,892 | 528,267 | 619,781 | 1,148,049 | 1,346,941 |
| Machinery Business Segment | 47,666 | 77,624 | 125,290 | 486,790 | 496,428 | 983,218 | 1,108,509 | $(9,377)$ | 161,691 | 152,314 | 425,988 | 611,336 | 1,037,324 | 1,189,638 |
| Chemicals Business Segment | 80,983 | 112,256 | 193,240 | 128,906 | 151,978 | 280,885 | 474,125 | 81,899 | 137,699 | 219,599 | 185,252 | 114,924 | 300,176 | 519,776 |
| Adjustments | $(149,526)$ | $(67,925)$ | $(217,452)$ | $(131,705)$ | $(83,134)$ | $(214,840)$ | $(432,293)$ | $(97,022)$ | $(75,999)$ | $(173,021)$ | $(82,972)$ | $(106,479)$ | $(189,452)$ | $(362,473)$ |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery Business Segment | 51.2\% | 58.2\% | 54.9\% | 66.9\% | 70.1\% | 68.6\% | 62.8\% | 60.8\% | 67.4\% | 64.9\% | 68.2\% | 73.6\% | 71.0\% | 68.5\% |
| Pharmaceutical Products | 86.7\% | 92.5\% | 89.9\% | 88.5\% | 93.9\% | 91.5\% | 90.9\% | 88.3\% | 92.3\% | 90.8\% | 88.6\% | 83.6\% | 85.9\% | 87.8\% |
| Industrial Products | 13.3\% | 7.5\% | 10.1\% | 11.5\% | 6.1\% | 8.5\% | 9.1\% | 11.7\% | 7.7\% | 9.2\% | 11.4\% | 16.4\% | 14.1\% | 12.2\% |
| Chemicals Business Segment | 48.8\% | 41.8\% | 45.1\% | 33.1\% | 29.9\% | 31.4\% | 37.2\% | 39.2\% | 32.6\% | 35.1\% | 31.8\% | 26.4\% | 29.0\% | 31.5\% |
| Pharmaceutical Excipients | 27.9\% | 36.7\% | 32.2\% | 31.3\% | 36.0\% | 33.7\% | 32.9\% | 40.7\% | 33.7\% | 36.8\% | 35.4\% | 33.8\% | 34.6\% | 35.6\% |
| Food Preservatives | 28.3\% | 27.9\% | 28.1\% | 33.6\% | 31.0\% | 32.2\% | 30.1\% | 41.0\% | 31.0\% | 35.4\% | 30.7\% | 33.2\% | 31.9\% | 33.5\% |
| Dietary Supplement Products | 43.7\% | 35.4\% | 39.7\% | 35.2\% | 33.0\% | 34.0\% | 36.9\% | 18.3\% | 35.2\% | 27.9\% | 33.9\% | 33.0\% | 33.5\% | 30.9\% |
| Segment income margin (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery Business Segment | 2.7\% | 3.5\% | 3.1\% | 15.7\% | 13.1\% | 14.3\% | 10.1\% | -0.5\% | 5.1\% | 3.1\% | 11.6\% | 14.0\% | 12.9\% | 9.1\% |
| Chemicals Business Segment | 4.7\% | 6.9\% | 5.8\% | 8.4\% | 9.4\% | 8.9\% | 7.3\% | 7.0\% | 9.0\% | 8.1\% | 10.8\% | 7.3\% | 9.1\% | 8.7\% |
| Year-over-year basis (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net sales | -24.7\% | -8.5\% | -17.0\% | 30.9\% | 4.3\% | 15.1\% | -1.1\% | -14.4\% | 21.5\% | 4.4\% | 16.1\% | 9.8\% | 12.7\% | 9.2\% |
| Machinery Business Segment | -41.1\% | -16.2\% | -29.5\% | 60.6\% | 13.6\% | 30.9\% | -0.6\% | 1.7\% | 40.8\% | 23.5\% | 18.2\% | 15.3\% | 16.6\% | 19.2\% |
| Chemicals Business Segment | 6.4\% | 4.9\% | 5.7\% | -4.8\% | -12.5\% | -8.9\% | -2.0\% | -31.3\% | -5.5\% | -18.7\% | 11.7\% | -3.0\% | 4.2\% | -7.6\% |
| Segment income | - | -56.7\% | -88.0\% | 209.4\% | 97.5\% | 137.0\% | -10.6\% | - | 83.2\% | 96.8\% | 9.1\% | 9.6\% | 9.4\% | 17.1\% |
| Machinery Business Segment | -90.4\% | -70.4\% | -83.5\% | 192.3\% | 56.6\% | 103.4\% | -10.8\% | - | 108.3\% | 21.6\% | -12.5\% | 23.1\% | 5.5\% | 7.3\% |
| Chemicals Business Segment | -50.3\% | 19.1\% | -24.8\% | 90.6\% | 177.1\% | 129.4\% | 24.9\% | 1.1\% | 22.7\% | 13.6\% | 43.7\% | -24.4\% | 6.9\% | 9.6\% |

By region

| ( $\#$ thousand) | FY2/15 |  |  |  |  |  |  | FY2/16 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Net sales | 3,506,699 | 3,865,222 | 7,371,922 | 4,639,168 | 5,413,187 | 10,052,356 | 17,424,279 | 3,002,638 | 4,694,781 | 7,697,419 | 5,384,281 | 5,945,932 | 11,330,214 | 19,027,633 |
| Japan | 3,102,465 | 2,768,812 | 5,871,277 | 3,416,240 | 3,768,839 | 7,185,080 | 13,056,357 | 2,364,438 | 3,679,683 | 6,044,122 | 3,588,250 | 3,914,633 | 7,502,883 | 13,547,006 |
| Overseas | 404,234 | 1,096,410 | 1,500,644 | 1,222,928 | 1,644,348 | 2,867,276 | 4,367,921 | 638,199 | 1,015,097 | 1,653,297 | 1,796,031 | 2,031,299 | 3,827,330 | 5,480,627 |
| North America | 195,594 | 501,394 | 696,989 | 411,022 | 491,740 | 902,763 | 1,599,752 | 194,486 | 365,256 | 559,743 | 777,541 | 852,748 | 1,630,289 | 2,190,033 |
| South and Central America | 68,361 | 271,286 | 339,647 | 339,122 | 392,249 | 731,372 | 1,071,019 | 112,640 | 144,700 | 257,341 | 418,706 | 649,092 | 1,067,799 | 1,325,140 |
| Europe | 52,395 | 57,419 | 109,814 | 156,364 | 184,078 | 340,443 | 450,257 | 235,098 | 96,466 | 331,564 | 354,673 | 251,613 | 606,287 | 937,851 |
| Others | 87,882 | 266,310 | 354,193 | 316,419 | 576,279 | 892,698 | 1,246,891 | 95,973 | 408,674 | 504,647 | 245,108 | 277,845 | 522,953 | 1,027,601 |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 88.5\% | 71.6\% | 79.6\% | 73.6\% | 69.6\% | 71.5\% | 74.9\% | 78.7\% | 78.4\% | 78.5\% | 66.6\% | 65.8\% | 66.2\% | 71.2\% |
| Overseas | 11.5\% | 28.4\% | 20.4\% | 26.4\% | 30.4\% | 28.5\% | 25.1\% | 21.3\% | 21.6\% | 21.5\% | 33.4\% | 34.2\% | 33.8\% | 28.8\% |
| North America | 5.6\% | 13.0\% | 9.5\% | 8.9\% | 9.1\% | 9.0\% | 9.2\% | 6.5\% | 7.8\% | 7.3\% | 14.4\% | 14.3\% | 14.4\% | 11.5\% |
| South and Central America | 1.9\% | 7.0\% | 4.6\% | 7.3\% | 7.2\% | 7.3\% | 6.1\% | 3.8\% | 3.1\% | 3.3\% | 7.8\% | 10.9\% | 9.4\% | 7.0\% |
| Europe | 1.5\% | 1.5\% | 1.5\% | 3.4\% | 3.4\% | 3.4\% | 2.6\% | 7.8\% | 2.1\% | 4.3\% | 6.6\% | 4.2\% | 5.4\% | 4.9\% |
| Others | 2.5\% | 6.9\% | 4.8\% | 6.8\% | 10.6\% | 8.9\% | 7.2\% | 3.2\% | 8.7\% | 6.6\% | 4.6\% | 4.7\% | 4.6\% | 5.4\% |

Orders received and order backlog

| ( $\#$ thousand) | FY2/15 |  |  |  |  |  |  | FY2/16 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1 H | Q3 | Q4 | , | Full-Ye |
| Orders received | 4,227,359 | 3,108,874 | 7,336,233 | 3,472,680 | 3,531,682 | 7,004,363 | 14,340,596 | 4,342,060 | 3,531,599 | 7,873,659 | 3,410,667 | 3,825,637 | 7,236,304 | 15,109,964 |
| Machinery Division | 3,648,495 | 2,549,583 | 6,198,079 | 3,016,954 | 3,192,895 | 6,209,849 | 12,407,928 | 3,833,281 | 2,900,088 | 6,733,370 | 2,938,128 | 3,440,860 | 6,378,989 | 13,112,360 |
| Pharmaceutical Products | 3,333,110 | 2,348,428 | 5,681,539 | 2,733,267 | 2,855,672 | 5,588,939 | 11,270,478 | 3,284,351 | 2,526,381 | 5,810,732 | 2,460,495 | 2,961,302 | 5,421,798 | 11,232,531 |
| Industrial Products | 315,384 | 201,154 | 516,539 | 283,687 | 337,222 | 620,909 | 1,137,449 | 548,930 | 373,707 | 922,637 | 477,632 | 479,557 | 957,190 | 1,879,828 |
| Chemicals Division | 578,863 | 559,291 | 1,138,154 | 455,726 | 338,787 | 794,514 | 1,932,668 | 508,778 | 631,510 | 1,140,288 | 472,538 | 384,777 | 857,315 | 1,997,604 |
| Order backlog (End of period) | 7,335,771 | 7,612,762 | 7,612,762 | 7,519,645 | 6,780,953 | 6,780,953 | 6,780,953 | 9,291,913 | 9,173,542 | 9,173,542 | 8,352,770 | 7,328,771 | 7,328,771 | 7,328,771 |
| Machinery Division | 6,945,485 | 7,235,447 | 7,235,447 | 7,225,808 | 6,682,785 | 6,682,785 | 6,682,785 | 8,900,504 | 8,676,372 | 8,676,372 | 7,976,130 | 7,086,181 | 7,086,181 | 7,086,181 |
| Pharmaceutical Products | 6,628,693 | 6,916,326 | 6,916,326 | 6,883,980 | 6,217,914 | 6,217,914 | 6,217,914 | 8,077,509 | 7,697,831 | 7,697,831 | 6,913,194 | 6,218,926 | 6,218,926 | 6,218,926 |
| Industrial Products | 316,792 | 319,120 | 319,120 | 341,827 | 464,870 | 464,870 | 464,870 | 822,994 | 978,540 | 978,540 | 1,062,936 | 867,255 | 867,255 | 867,255 |
| Chemicals Division | 390,285 | 377,315 | 377,315 | 293,836 | 98,168 | 98,168 | 98,168 | 391,409 | 497,170 | 497,170 | 376,639 | 242,589 | 242,589 | 242,589 |

Machinery orders received and order backlog

| ( $\ddagger$ thousand) | FY2/15 |  |  |  |  |  |  | FY2/16 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | IH | Q3 | Q4 | 2 H | Full-Year |
| Machinery orders received | 3,648,495 | 2,549,583 | 6,198,079 | 3,016,954 | 3,192,895 | 6,209,849 | 12,407,928 | 3,833,281 | 2,900,088 | 6,733,370 | 2,938,128 | 3,440,860 | 6,378,989 | 13,112,360 |
| Domestic | 2,886,098 | 1,475,866 | 4,361,964 | 2,018,736 | 1,544,239 | 3,562,975 | 7,924,940 | 2,410,242 | 1,536,292 | 3,946,534 | 1,882,527 | 2,172,121 | 4,054,648 | 8,001,183 |
| Overseas | 762,397 | 1,073,716 | 1,836,114 | 998,217 | 1,648,655 | 2,646,873 | 4,482,987 | 1,423,039 | 1,363,796 | 2,786,835 | 1,055,601 | 1,268,739 | 2,324,340 | 5,111,176 |
| FREUND-VECTOR orders received | 669,384 | 863,513 | 1,532,898 | 868,447 | 1,217,272 | 2,085,719 | 3,618,617 | 1,334,017 | 1,124,407 | 2,458,425 | 623,862 | 980,098 | 1,603,960 | 4,062,385 |
| FREUND-VECTOR order backlog (End of period) | 1,925,044 | 1,828,543 | 1,828,543 | 1,658,299 | 1,476,324 | 1,476,324 | 1,476,324 | 2,443,114 | 2,988,518 | 2,988,518 | 2,035,863 | 1,279,890 | 1,279,890 | 1,279,890 |

Note: Orders received and order backlog of FREUND-VECTOR

Machinery sales

| \# thousand) |  |  |  | FY2/15 |  |  |  |  |  |  | FY2/16 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | H | Full-Year |
| Machinery division |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery sales | 1,794,953 | 2,248,832 | 4,043,786 | 3,105,263 | 3,792,639 | 6,897,902 | 10,941,689 | 1,826,072 | 3,166,599 | 4,992,672 | 3,671,079 | 4,373,628 | 8,044,707 | 13,037,379 |
| FREUND CORPORATION | 1,467,959 | 1,309,435 | 2,777,395 | 1,930,728 | 2,179,757 | 4,110,486 | 6,887,881 | 1,113,644 | 2,415,449 | 3,529,093 | 1,867,380 | 2,387,826 | 4,255,206 | 7,784,300 |
| FREUND-VECTOR | 317,772 | 971,012 | 1,288,785 | 1,096,107 | 1,495,651 | 2,591,759 | 3,880,544 | 568,796 | 672,928 | 1,241,725 | 1,588,992 | 1,855,517 | 3,444,509 | 4,686,235 |
| FREUND-TURBO | 239,162 | 178,764 | 417,926 | 283,525 | 298,486 | 582,011 | 999,937 | 210,904 | 187,719 | 398,623 | 314,369 | 492,176 | 806,546 | 1,205,169 |
| Operating income (befor elimination of intra-company transactions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND-VECTOR | $(51,520)$ | 44,749 | $(6,770)$ | 108,833 | 166,385 | 275,219 | 268,448 | $(44,157)$ | $(56,400)$ | $(100,558)$ | 90,199 | 304,051 | 394,251 | 293,693 |
| FREUND-TURBO | 10,483 | $(33,296)$ | $(22,812)$ | 4,223 | 6,367 | 10,591 | $(12,221)$ | $(7,696)$ | $(20,996)$ | $(28,692)$ | 37,484 | 85,514 | 122,999 | 94,306 |
| By geographic region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 1,402,721 | 1,180,971 | 2,583,692 | 1,889,454 | 2,165,757 | 4,055,212 | 6,638,905 | 1,213,716 | 2,178,042 | 3,391,759 | 1,912,526 | 2,364,482 | 4,277,009 | 7,668,768 |
| North and South America | 263,956 | 772,681 | 1,036,637 | 750,145 | 877,807 | 1,627,952 | 2,664,589 | 300,116 | 507,170 | 807,287 | 1,186,351 | 1,498,197 | 2,684,548 | 3,491,835 |
| Europe and Africa | 53,936 | 45,953 | 99,890 | 156,362 | 184,333 | 340,696 | 440,587 | 235,098 | 93,442 | 328,540 | 401,797 | 251,699 | 653,496 | 982,037 |
| Middle East, Asia and Pacific | 74,340 | 249,225 | 323,565 | 309,300 | 564,740 | 874,040 | 1,197,606 | 77,141 | 387,943 | 465,084 | 170,403 | 259,248 | 429,652 | 894,737 |
| Composition ratio (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Machinery sales | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| FREUND CORPORATION | 81.8\% | 58.2\% | 68.7\% | 62.2\% | 57.5\% | 59.6\% | 63.0\% | 61.0\% | 76.3\% | 70.7\% | 50.9\% | 54.6\% | 52.9\% | 59.7\% |
| FREUND-VECTOR | 17.7\% | 43.2\% | 31.9\% | 35.3\% | 39.4\% | 37.6\% | 35.5\% | 31.1\% | 21.3\% | 24.9\% | 43.3\% | 42.4\% | 42.8\% | 35.9\% |
| FREUND-TURBO | 13.3\% | 7.9\% | 10.3\% | 9.1\% | 7.9\% | 8.4\% | 9.1\% | 11.5\% | 5.9\% | 8.0\% | 8.6\% | 11.3\% | 10.0\% | 9.2\% |
| By geographic region |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Japan | 78.1\% | 52.5\% | 63.9\% | 60.8\% | 57.1\% | 58.8\% | 60.7\% | 66.5\% | 68.8\% | 67.9\% | 52.1\% | 54.1\% | 53.2\% | 58.8\% |
| North and South America | 14.7\% | 34.4\% | 25.6\% | 24.2\% | 23.1\% | 23.6\% | 24.4\% | 16.4\% | 16.0\% | 16.2\% | 32.3\% | 34.3\% | 33.4\% | 26.8\% |
| Europe and Africa | 3.0\% | 2.0\% | 2.5\% | 5.0\% | 4.9\% | 4.9\% | 4.0\% | 12.9\% | 3.0\% | 6.6\% | 10.9\% | 5.8\% | 8.1\% | 7.5\% |
| Middle East, Asia and Pacific | 4.1\% | 11.1\% | 8.0\% | 10.0\% | 14.9\% | 12.7\% | 10.9\% | 4.2\% | 12.3\% | 9.3\% | 4.6\% | 5.9\% | 5.3\% | 6.9\% |
| Operating income margin |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| FREUND-VECTOR | -16.2\% | 4.6\% | -0.5\% | 9.9\% | 11.1\% | 10.6\% | 6.9\% | -7.8\% | -8.4\% | -8.1\% | 5.7\% | 16.4\% | 11.4\% | 6.3\% |
| FREUND-TURBO | 4.4\% | -18.6\% | -5.5\% | 1.5\% | 2.1\% | 1.8\% | -1.2\% | -3.6\% | -11.2\% | -7.2\% | 11.9\% | 17.4\% | 15.3\% | 7.8\% |


| ( $\ddagger$ thousand) | FY2/17 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Net sales | 3,912,047 | 4,850,905 | 8,762,952 | 6,004,116 | 6,397,473 | 12,401,590 | 21,164,542 |
| Cost of sales | 2,559,578 | 3,341,094 | 5,900,673 | 4,169,074 | 4,273,643 | 8,442,718 | 14,343,391 |
| Gross profit | 1,352,468 | 1,509,811 | 2,862,279 | 1,835,041 | 2,123,830 | 3,958,871 | 6,821,151 |
| Selling, general and administrative expenses | 1,057,458 | 1,117,543 | 2,175,001 | 1,081,279 | 1,523,335 | 2,604,614 | 4,779,616 |
| Operating income | 295,009 | 392,267 | 687,277 | 753,762 | 600,494 | 1,354,256 | 2,041,534 |
| Non-operating income | 23,444 | 16,346 | 39,790 | 12,441 | 13,266 | 25,708 | 65,498 |
| Foreign exchange gains | - |  | - | - | 1,337 | 1,337 | 1,337 |
| Non-operating expenses | 4,447 | 13,673 | 18,120 | $(11,799)$ | 2,912 | $(8,887)$ | 9,233 |
| Ordinary income | 314,006 | 394,940 | 708,947 | 778,002 | 610,849 | 1,388,852 | 2,097,799 |
| Extraordinary income | 22,372 | 225 | 22,597 | (6) | 6,089 | 6,083 | 28,681 |
| Extraordinary losses | 250,000 | 2,661 | 252,661 | ( | 89,857 | 89,857 | 342,519 |
| Income (loss) before income taxes and minority interests | 86,378 | 392,503 | 478,882 | 777,996 | 527,081 | 1,305,077 | 1,783,960 |
| Total income taxes | 37,814 | 134,702 | 172,517 | 268,692 | 278,483 | 547,176 | 719,693 |
| Profit (loss) attributable to non-controlling interests | - |  |  | - |  |  |  |
| Profit (loss) attributable to owners of parent | 48,564 | 257,800 | 306,365 | 509,303 | 248,597 | 757,901 | 1,064,266 |
| EBITDA <br> EBITDA $=$ Operating income + Technical support fee + Interest expenses + Depreciation | 371,992 | 476,903 | 848,895 | 845,372 | 702,239 | 1,547,611 | 2,396,506 |
| Foreign exchange rate (Average exchange rate of cumulative period) |  |  |  |  |  |  |  |
| \#/US\$ | 115.36 | 111.70 | 111.70 | 108.56 | 109.48 | 109.48 | 109.48 |
| Capital investment (including acquisition of leased assets) | 107,943 | 210,975 | 318,919 | 113,267 | 132,229 | 245,496 | 564,415 |
| Depreciation | 74,165 | 81,480 | 155,646 | 84,044 | 98,716 | 182,761 | 338,407 |
| R\&D expenses | 153,412 | 131,896 | 285,309 | 158,713 | 196,328 | 355,041 | 640,350 |
| Composition ratio (\%) |  |  |  |  |  |  |  |
| COGS ratio | 65.4\% | 68.9\% | 67.3\% | 69.4\% | 66.8\% | 68.1\% | 67.8\% |
| Gross profit margin | 34.6\% | 31.1\% | 32.7\% | 30.6\% | 33.2\% | 31.9\% | 32.2\% |
| SG\&A expenses ratio | 27.0\% | 23.0\% | 24.8\% | 18.0\% | 23.8\% | 21.0\% | 22.6\% |
| Operating income margin | 7.5\% | 8.1\% | 7.8\% | 12.6\% | 9.4\% | 10.9\% | 9.6\% |
| Ordinary income margin | 8.0\% | 8.1\% | 8.1\% | 13.0\% | 9.5\% | 11.2\% | 9.9\% |
| Net income margin | 1.2\% | 5.3\% | 3.5\% | 8.5\% | 3.9\% | 6.1\% | 5.0\% |
| $R \& D$ expenses ratio | 3.9\% | 2.7\% | 3.3\% | 2.6\% | 3.1\% | 2.9\% | 3.0\% |
| Year-over-year basis (\%) |  |  |  |  |  |  |  |
| Net sales | 30.3\% | 3.3\% | 13.8\% | 11.5\% | 7.6\% | 9.5\% | 11.2\% |
| Cost of sales | 29.5\% | 1.6\% | 12.0\% | 13.8\% | 7.1\% | 10.3\% | 11.0\% |
| Gross profit | 31.8\% | 7.5\% | 17.7\% | 6.7\% | 8.6\% | 7.7\% | 11.7\% |
| Selling, general and administrative expenses | 0.7\% | -5.4\% | -2.6\% | -9.2\% | 14.0\% | 3.1\% | 0.4\% |
| Operating income | - | 75.6\% | 245.6\% | 42.7\% | -3.1\% | 18.0\% | 51.6\% |

By business segment

| ( $\ddagger$ thousand) | Q1 |  |  | FY2/17 |  | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 | 1H | Q3 | Q4 |  |  |
| Net sales | 3,912,047 | 4,850,905 | 8,762,952 | 6,004,116 | 6,397,473 | 12,401,590 | 21,164,542 |
| Machinery Business Segment | 2,413,319 | 3,284,556 | 5,697,876 | 4,305,754 | 4,911,082 | 9,216,837 | 14,914,713 |
| Pharmaceutical Products | 1,931,741 | 2,628,002 | 4,559,743 | 3,668,512 | 4,213,048 | 7,881,561 | 12,441,304 |
| Industrial Products | 481,578 | 656,554 | 1,138,132 | 637,241 | 698,034 | 1,335,275 | 2,473,408 |
| Chemicals Business Segment | 1,498,727 | 1,566,349 | 3,065,076 | 1,698,361 | 1,486,390 | 3,184,752 | 6,249,829 |
| Pharmaceutical Excipients | 580,972 | 569,284 | 1,150,256 | 615,151 | 591,992 | 1,207,143 | 2,357,400 |
| Food Preservatives | 473,012 | 454,260 | 927,273 | 513,941 | 510,171 | 1,024,112 | 1,951,385 |
| Dietary Supplement Products | 444,741 | 542,804 | 987,546 | 569,269 | 384,227 | 953,496 | 1,941,043 |
| Segment income | 295,009 | 392,267 | 687,277 | 753,762 | 600,494 | 1,354,256 | 2,041,534 |
| Machinery Business Segment | 220,394 | 347,191 | 567,585 | 586,718 | 595,814 | 1,182,532 | 1,750,118 |
| Chemicals Business Segment | 178,125 | 178,917 | 357,042 | 245,049 | 146,269 | 391,318 | 748,360 |
| Adjustments | $(103,510)$ | $(133,840)$ | $(237,350)$ | $(78,005)$ | $(141,588)$ | $(219,593)$ | $(456,944)$ |
| Composition ratio (\%) |  |  |  |  |  |  |  |
| Machinery Business Segment | 61.7\% | 67.7\% | 65.0\% | 71.7\% | 76.8\% | 74.3\% | 70.5\% |
| Pharmaceutical Products | 80.0\% | 80.0\% | 80.0\% | 85.2\% | 85.8\% | 85.5\% | 83.4\% |
| Industrial Products | 20.0\% | 20.0\% | 20.0\% | 14.8\% | 14.2\% | 14.5\% | 16.6\% |
| Chemicals Business Segment | 38.3\% | 32.3\% | 35.0\% | 28.3\% | 23.2\% | 25.7\% | 29.5\% |
| Pharmaceutical Excipients | 38.8\% | 36.3\% | 37.5\% | 36.2\% | 39.8\% | 37.9\% | 37.7\% |
| Food Preservatives | 31.6\% | 29.0\% | 30.3\% | 30.3\% | 34.3\% | 32.2\% | 31.2\% |
| Dietary Supplement Products | 29.7\% | 34.7\% | 32.2\% | 33.5\% | 25.8\% | 29.9\% | 31.1\% |
| Segment income margin (\%) |  |  |  |  |  |  |  |
| Machinery Business Segment | 9.1\% | 10.6\% | 10.0\% | 13.6\% | 12.1\% | 12.8\% | 11.7\% |
| Chemicals Business Segment | 11.9\% | 11.4\% | 11.6\% | 14.4\% | 9.8\% | 12.3\% | 12.0\% |
| Year-over-year basis (\%) |  |  |  |  |  |  |  |
| Net sales | 30.3\% | 3.3\% | 13.8\% | 11.5\% | 7.6\% | 9.5\% | 11.2\% |
| Machinery Business Segment | 32.2\% | 3.7\% | 14.1\% | 17.3\% | 12.3\% | 14.6\% | 14.4\% |
| Chemicals Business Segment | 27.4\% | 2.5\% | 13.3\% | -0.9\% | -5.5\% | -3.1\% | 4.3\% |
| Segment income |  | 75.6\% | 245.6\% | 42.7\% | -3.1\% | 18.0\% | 51.6\% |
| Machinery Business Segment |  | 114.7\% | 272.6\% | 37.7\% | -2.5\% | 14.0\% | 47.1\% |
| Chemicals Business Segment | 117.5\% | 29.9\% | 62.6\% | 32.3\% | 27.3\% | 30.4\% | 44.0\% |

By region

| ( $\ddagger$ thousand) | FY2/17 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Net sales | 3,912,047 | 4,850,905 | 8,762,952 | 6,004,116 | 6,397,473 | 12,401,589 | 21,164,542 |
| Japan | 3,285,570 | 3,923,096 | 7,208,667 | 4,516,333 | 3,876,349 | 8,392,683 | 15,601,350 |
| Overseas | 626,476 | 927,809 | 1,554,285 | 1,487,782 | 2,521,124 | 4,008,906 | 5,563,192 |
| North America | 378,849 | 546,694 | 925,543 | 720,216 | 1,685,802 | 2,406,018 | 3,331,562 |
| South and Central America | 58,706 | 120,382 | 179,089 | 81,999 | 291,923 | 373,922 | 553,012 |
| Europe | 93,023 | 151,608 | 244,632 | 179,085 | 407,213 | 586,299 | 830,931 |
| Others | 95,896 | 109,123 | 205,020 | 506,480 | 136,185 | 642,666 | 847,686 |
| Composition ratio (\%) |  |  |  |  |  |  |  |
| Japan | 84.0\% | 80.9\% | 82.3\% | 75.2\% | 60.6\% | 67.7\% | 73.7\% |
| Overseas | 16.0\% | 19.1\% | 17.7\% | 24.8\% | 39.4\% | 32.3\% | 26.3\% |
| North America | 9.7\% | 11.3\% | 10.6\% | 12.0\% | 26.4\% | 19.4\% | 15.7\% |
| South and Central America | 1.5\% | 2.5\% | 2.0\% | 1.4\% | 4.6\% | 3.0\% | 2.6\% |
| Europe | 2.4\% | 3.1\% | 2.8\% | 3.0\% | 6.4\% | 4.7\% | 3.9\% |
| Others | 2.5\% | 2.2\% | 2.3\% | 8.4\% | 2.1\% | 5.2\% | 4.0\% |



Machinery orders received and order backlog

dern blimo

Machinery sales

| ( $*$ thousand) | FY2/17 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Machinery division |  |  |  |  |  |  |  |
| Machinery sales | 2,413,319 | 3,284,556 | 5,697,876 | 4,305,754 | 4,911,082 | 9,216,837 | 14,914,713 |
| FREUND CORPORATION | 1,660,624 | 2,330,041 | 3,990,665 | 3,089,204 | 2,366,671 | 5,455,875 | 9,446,541 |
| FREUND-VECTOR | 524,921 | 729,000 | 1,253,922 | 1,284,731 | 2,188,538 | 3,473,269 | 4,727,191 |
| FREUND-TURBO | 356,518 | 349,940 | 706,458 | 324,060 | 611,046 | 935,106 | 1,641,564 |
| Operating income (befor elimination of intra-company transactions) |  |  |  |  |  |  |  |
| FREUND-VECTOR | $(19,120)$ | 4,925 | $(14,195)$ | 164,474 | 238,545 | 403,020 | 388,824 |
| FREUND-TURBO | 49,511 | $(6,297)$ | 43,213 | 23,407 | 13,046 | 36,454 | 79,668 |
| By geographic region |  |  |  |  |  |  |  |
| Japan | 1,819,235 | 2,375,813 | 4,195,048 | 2,845,314 | 2,419,431 | 5,264,746 | 9,459,794 |
| North and South America | 437,556 | 666,996 | 1,104,553 | 802,216 | 1,977,725 | 2,779,941 | 3,884,494 |
| Europe and Africa | 92,933 | 170,656 | 263,590 | 160,832 | 443,424 | 604,256 | 867,847 |
| Middle East, Asia and Pacific | 63,594 | 71,089 | 134,684 | 497,391 | 70,501 | 567,892 | 702,576 |
| Composition ratio (\%) |  |  |  |  |  |  |  |
| Machinery sales | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| FREUND CORPORATION | 68.8\% | 70.9\% | 70.0\% | 71.7\% | 48.2\% | 59.2\% | 63.3\% |
| FREUND-VECTOR | 21.8\% | 22.2\% | 22.0\% | 29.8\% | 44.6\% | 37.7\% | 31.7\% |
| FREUND-TURBO | 14.8\% | 10.7\% | 12.4\% | 7.5\% | 12.4\% | 10.1\% | 11.0\% |
| By geographic region |  |  |  |  |  |  |  |
| Japan | 75.4\% | 72.3\% | 73.6\% | 66.1\% | 49.3\% | 57.1\% | 63.4\% |
| North and South America | 18.1\% | 20.3\% | 19.4\% | 18.6\% | 40.3\% | 30.2\% | 26.0\% |
| Europe and Africa | 3.9\% | 5.2\% | 4.6\% | 3.7\% | 9.0\% | 6.6\% | 5.8\% |
| Middle East, Asia and Pacific | 2.6\% | 2.2\% | 2.4\% | 11.6\% | 1.4\% | 6.2\% | 4.7\% |
| Operating income margin |  |  |  |  |  |  |  |
| FREUND-VECTOR | -3.6\% | 0.7\% | -1.1\% | 12.8\% | 10.9\% | 11.6\% | 8.2\% |
| FREUND-TURBO | 13.9\% | -1.8\% | 6.1\% | 7.2\% | 2.1\% | 3.9\% | 4.9\% |


| ( $\#$ thousand) | Q1 |  |  | FY2/13 | Q4 | Full-Year |  | Q1 | Q2 |  | FY2/14 | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 | 1H | Q3 |  |  |  | 1H |  | Q3 |  |  |  |
| Current assets | 10,214,339 | 10,278,332 | 10,278,332 | 10,969,376 | 11,084,903 | 11,084,903 | 11,084,903 |  | 11,081,675 | 11,385,433 | 11,385,433 | 11,208,906 | 11,331,109 | 11,331,109 | 11,331,109 |
| Cash and deposits | 3,276,814 | 3,546,500 | 3,546,500 | 3,776,265 | 3,617,368 | 3,617,368 | 3,617,368 | 4,082,549 | 4,168,031 | 4,168,031 | 3,958,919 | 4,600,568 | 4,600,568 | 4,600,568 |
| Notes and accounts receivable - trade | 4,832,125 | 4,411,894 | 4,411,894 | 4,646,002 | 4,764,656 | 4,764,656 | 4,764,656 | 4,460,987 | 4,476,308 | 4,476,308 | 4,291,969 | 4,409,286 | 4,409,286 | 4,409,286 |
| Electronically recorded monetary claims - operating |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchandise and finished goods | 283,732 | 275,090 | 275,090 | 207,073 | 210,802 | 210,802 | 210,802 | 268,341 | 306,234 | 306,234 | 269,837 | 202,036 | 202,036 | 202,036 |
| Work in process | 699,373 | 1,124,008 | 1,124,008 | 1,412,183 | 1,497,497 | 1,497,497 | 1,497,497 | 1,099,363 | 1,164,917 | 1,164,917 | 1,423,374 | 937,572 | 937,572 | 937,572 |
| Raw materials and supplies | 401,808 | 360,251 | 360,251 | 390,279 | 394,182 | 394,182 | 394,182 | 557,955 | 607,677 | 607,677 | 559,133 | 535,596 | 535,596 | 535,596 |
| Allowance for doubtful accounts | $(20,184)$ | $(19,448)$ | $(19,448)$ | $(19,063)$ | $(26,839)$ | $(26,839)$ | $(26,839)$ | $(29,155)$ | $(30,562)$ | $(30,562)$ | $(30,302)$ | $(32,670)$ | $(32,670)$ | $(32,670)$ |
| Non-current assets | 3,799,997 | 3,782,607 | 3,782,607 | 3,787,490 | 3,886,197 | 3,886,197 | 3,886,197 | 4,118,199 | 4,098,778 | 4,098,778 | 4,092,995 | 4,219,419 | 4,219,419 | 4,219,419 |
| Property, plant and equipment | 2,860,124 | 2,830,420 | 2,830,420 | 2,842,251 | 2,910,188 | 2,910,188 | 2,910,188 | 2,975,158 | 2,964,153 | 2,964,153 | 2,967,741 | 3,052,125 | 3,052,125 | 3,052,125 |
| Intangible assets | 25,702 | 24,870 | 24,870 | 24,114 | 29,749 | 29,749 | 29,749 | 201,826 | 191,740 | 191,740 | 180,943 | 178,301 | 178,301 | 178,301 |
| Investments and other assets | 914,170 | 927,316 | 927,316 | 921,124 | 946,258 | 946,258 | 946,258 | 941,215 | 942,884 | 942,884 | 944,311 | 988,992 | 988,992 | 988,992 |
| Total assets | 14,014,336 | 14,060,939 | 14,060,939 | 14,756,866 | 14,971,100 | 14,971,100 | 14,971,100 | 15,199,875 | 15,484,212 | 15,484,212 | 15,301,902 | 15,550,529 | 15,550,529 | 15,550,529 |
| Current liabilities | 4,580,958 | 4,680,687 | 4,680,687 | 5,214,161 | 5,015,774 | 5,015,774 | 5,015,774 | 4,796,521 | 4,834,000 | 4,834,000 | 4,611,289 | 4,402,725 | 4,402,725 | 4,402,725 |
| Notes and accounts payable - trade | 2,757,025 | 2,518,297 | 2,518,297 | 3,078,284 | 2,478,182 | 2,478,182 | 2,478,182 | 2,381,179 | 2,517,045 | 2,517,045 | 2,300,422 | 2,068,855 | 2,068,855 | 2,068,855 |
| Electronically recorded obligations - operating |  |  |  |  |  |  |  |  |  |  |  | 317,482 | 317,482 | 317,482 |
| Advances received | 789,815 | 794,356 | 794,356 | 837,660 | 1,279,621 | 1,279,621 | 1,279,621 | 1,091,028 | 1,055,795 | 1,055,795 | 1,353,092 | 926,851 | 926,851 | 926,851 |
| Non-current liabilities | 639,663 | 651,363 | 651,363 | 646,510 | 640,063 | 640,063 | 640,063 | 800,973 | 785,893 | 785,893 | 755,907 | 754,912 | 754,912 | 754,912 |
| Total liabilities | 5,220,622 | 5,332,051 | 5,332,051 | 5,860,672 | 5,655,838 | 5,655,838 | 5,655,838 | 5,597,494 | 5,619,893 | 5,619,893 | 5,367,196 | 5,157,637 | 5,157,637 | 5,157,637 |
| Shareholders' equity | 9,404,750 | 9,442,238 | 9,442,238 | 9,637,628 | 9,837,542 | 9,837,542 | 9,837,542 | 9,974,141 | 10,133,594 | 10,133,594 | 10,201,888 | 10,450,446 | 10,450,446 | 10,450,446 |
| Capital stock | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 |
| Capital surplus | 1,282,890 | 1,282,890 | 1,282,890 | 1,282,890 | 1,282,890 | 1,282,890 | 1,282,890 | 1,282,890 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 |
| Retained earnings | 7,287,407 | 7,324,895 | 7,324,895 | 7,520,284 | 7,720,198 | 7,720,198 | 7,720,198 | 7,856,798 | 8,018,618 | 8,018,618 | 8,087,035 | 8,335,593 | 8,335,593 | 8,335,593 |
| Treasury shares | $(201,146)$ | $(201,146)$ | $(201,146)$ | $(201,146)$ | $(201,146)$ | $(201,146)$ | $(201,146)$ | $(201,146)$ | $(201,146)$ | $(201,146)$ | $(201,269)$ | $(201,269)$ | $(201,269)$ | $(201,269)$ |
| Accumulated other comprehensive income | $(744,235)$ | $(819,815)$ | $(819,815)$ | $(843,660)$ | $(639,786)$ | $(639,786)$ | $(639,786)$ | $(500,910)$ | $(402,270)$ | $(402,270)$ | $(402,692)$ | $(211,346)$ | (211,346) | $(211,346)$ |
| Non-controlling interests | 133,199 | 106,465 | 106,465 | 102,227 | 117,506 | 117,506 | 117,506 | 129,149 | 132,994 | 132,994 | 135,509 | 153,791 | 153,791 | 153,791 |
| Net assets | 8,793,714 | 8,728,888 | 8,728,888 | 8,896,194 | 9,315,262 | 9,315,262 | 9,315,262 | 9,602,380 | 9,864,318 | 9,864,318 | 9,934,705 | 10,392,891 | 10,392,891 | 10,392,891 |
| Total liabilities and net assets | 14,014,336 | 14,060,939 | 14,060,939 | 14,756,866 | 14,971,100 | 14,971,100 | 14,971,100 | 15,199,875 | 15,484,212 | 15,484,212 | 15,301,902 | 15,550,529 | 15,550,529 | 15,550,529 |

## CF

| ( $¥$ thousand) | FY2/13 |  |  |  |  |  |  | FY2/14 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Cash flows from operating activities |  |  | 637,953 | - |  | 102,552 | 740,505 | - |  | 674,819 | - |  | 552,481 | 1,227,300 |
| Income before income taxes and minority interests | - |  | 696,399 | - | - | 641,366 | 1,337,765 | - | - | 876,976 | - | - | 446,468 | 1,323,445 |
| Depreciation | - |  | 111,757 | - | - | 120,928 | 232,685 | - | - | 141,938 | - | - | 161,855 | 303,794 |
| Foreign exchange losses (gains) | - |  | 0 | - | - | $(28,093)$ | $(28,093)$ | - | - | 0 | - | - | (23,248) | $(23,248)$ |
| Decrease (increase) in notes and accounts receivable - trade | - | - | 545,023 | - | - | $(328,016)$ | 217,007 | - | - | 327,322 | - |  | 125,848 | 453,171 |
| Decrease (increase) in inventories | - | - | 132,729 | - | - | $(290,772)$ | $(158,042)$ | - | - | 118,990 | - | - | 433,880 | 552,870 |
| Increase (decrease) in notes and accounts payable - trade | - | - | $(310,324)$ | - | - | $(39,716)$ | $(350,041)$ | - | - | 19,701 | - | - | $(133,512)$ | $(113,810)$ |
| Increase (decrease) in advances received | - | - | $(445,351)$ | - | - | 447,744 | 2,393 | - | - | $(293,058)$ | - | - | $(154,692)$ | $(447,750)$ |
| Cash flows from investing activities | - | - | $(55,031)$ | - | - | $(277,235)$ | $(332,266)$ | - | - | 35,032 | - | - | $(458,830)$ | $(423,797)$ |
| Purchase of property, plant and equipment | - | - | $(31,559)$ | - | - | $(141,216)$ | $(172,775)$ | - | - | $(63,054)$ | - | - | $(201,424)$ | $(264,478)$ |
| Cash flows from financing activities | - | - | $(155,116)$ | - | - | $(9,859)$ | $(164,975)$ | - | - | $(195,912)$ | - | - | $(30,695)$ | $(226,608)$ |
| Cash dividends paid | - | - | $(128,905)$ | - | - | (285) | $(129,190)$ | - | - | $(171,857)$ | - | - | (381) | $(172,238)$ |
| Cash and cash equivalents at end of period | - | - | 3,477,382 | - | - | 3,387,948 | 3,387,948 | - | - | 3,988,090 | - | - | 4,107,398 | 4,107,398 |
| Free cash flow | - | - | 582,921 | - | - | $(174,683)$ | 408,238 | - | - | 709,852 | - | - | 93,650 | 803,502 |

KPI


Current assets turnover
Non-current assets turnover=Net sales / Average non-current assets
Current assets turnover=Net sales / Average current assets

| (days) | FY2/13 |  |  |  |  |  |  | FY2/14 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Inventories turnover | 31.71 | 42.31 | 38.52 | 45.47 | 46.72 | 46.64 | 44.26 | 39.79 | 45.53 | 43.31 | 55.89 | 32.76 | 39.14 | 39.14 |
| Accounts receivable turnover | 94.02 | 102.74 | 93.53 | 108.77 | 111.94 | 111.75 | 106.06 | 88.13 | 97.48 | 92.73 | 110.16 | 76.47 | 91.37 | 91.36 |
| Accounts payable turnover | 53.64 | 58.64 | 53.39 | 72.07 | 58.22 | 58.12 | 55.16 | 47.04 | 54.81 | 52.15 | 59.05 | 41.39 | 49.45 | 49.44 |

Iventories turnover=(Average inventories/Net sales) xNumber of days,
Accounts receivable turnover=(Accounts receivable/Net sales) $\times$ Number of dars
Accounts payable turnover=(Accounts payable/Net sales) $\times$ Number of days

| (\%) | FY2/13 |  |  |  |  |  |  | FY2/14 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Equity ratio | 61.8\% | 61.3\% | 61.3\% | 59.6\% | 61.4\% | 61.4\% | 61.4\% | 62.3\% | 62.8\% | 62.8\% | 64.0\% | 65.8\% | 65.8\% | 65.8\% |
| D/E ratio | 0.8\% | 1.0\% | 1.0\% | 1.0\% | 0.9\% | 0.9\% | 0.9\% | 2.9\% | 2.7\% | 2.7\% | 2.5\% | 2.4\% | 2.4\% | 2.4\% |
| Current ratio | 223.0\% | 219.6\% | 219.6\% | 210.4\% | 221.0\% | 221.0\% | 221.0\% | 231.0\% | 235.5\% | 235.5\% | 243.1\% | 257.4\% | 257.4\% | 257.4\% |
| Non-current ratio | 43.9\% | 43.9\% | 43.9\% | 43.1\% | 42.3\% | 42.3\% | 42.3\% | 43.5\% | 42.1\% | 42.1\% | 41.8\% | 41.2\% | 41.2\% | 41.2\% |
| Return on assets (ROA) | 2.4\% | 0.3\% | 2.6\% | 1.3\% | 1.3\% | 2.6\% | 5.1\% | 2.0\% | 1.0\% | 3.0\% | 0.4\% | 1.6\% | 2.0\% | 5.1\% |
| Return on equity (ROE) | 3.9\% | 0.4\% | 4.4\% | 2.3\% | 2.3\% | 4.5\% | 8.7\% | 3.3\% | 1.7\% | 5.0\% | 0.7\% | 2.6\% | 3.3\% | 8.1\% |
| Dividend payout ratio | - | - | - | - |  |  | 22.5\% | - | - | - | - |  |  | 27.4\% |

Equity ratio=Equity/Total assets
D/E ratio=Interest-bearing debt/Equity
Non-current ratio=Non-current assets/Equity
Current ratio=Current assets/Current liabilities
ROA=Profit attributable to owners of parent/Total assets
Dividend payout ratio = Divididend per share/Consolidated earnings per share

| ( $\ddagger$ thousand) | Q1 |  |  | FY2/15 | Q4 | 2 H | Full-Year | Q1 | Q2 |  | FY2/16 | Q4 | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 | 1H | Q3 |  |  |  |  |  | 1H | Q3 |  |  |  |
| Current assets | 11,230,809 | 11,239,644 | 11,239,644 | 11,632,562 | 12,782,160 | 12,782,160 | 12,782,160 | 12,323,963 | 12,910,319 | 12,910,319 | 12,898,711 | 13,053,591 | 13,053,591 | 13,053,591 |
| Cash and deposits | 3,546,893 | 3,567,122 | 3,567,122 | 4,210,563 | 4,870,566 | 4,870,566 | 4,870,566 | 4,682,307 | 4,640,600 | 4,640,600 | 4,040,693 | 4,042,296 | 4,042,296 | 4,042,296 |
| Notes and accounts receivable - trade | 4,557,932 | 4,493,524 | 4,493,524 | 4,259,465 | 5,266,889 | 5,266,889 | 5,266,889 | 4,269,264 | 4,384,519 | 4,384,519 | 5,036,782 | 5,542,999 | 5,542,999 | 5,542,999 |
| Electronically recorded monetary claims - operating | 1,357 | 977 | 977 | 443 | 5,578 | 5,578 | 5,578 | 39,231 | 149,477 | 149,477 | 203,987 | 151,350 | 151,350 | 151,350 |
| Merchandise and finished goods | 317,819 | 295,757 | 295,757 | 299,730 | 296,478 | 296,478 | 296,478 | 363,763 | 417,138 | 417,138 | 353,254 | 330,747 | 330,747 | 330,747 |
| Work in process | 1,444,051 | 1,422,990 | 1,422,990 | 1,500,631 | 931,971 | 931,971 | 931,971 | 1,542,586 | 1,966,285 | 1,966,285 | 1,905,260 | 1,511,095 | 1,511,095 | 1,511,095 |
| Raw materials and supplies | 573,414 | 582,059 | 582,059 | 657,029 | 543,437 | 543,437 | 543,437 | 552,434 | 496,675 | 496,675 | 625,591 | 590,674 | 590,674 | 590,674 |
| Allowance for doubtful accounts | $(31,905)$ | $(31,421)$ | $(31,421)$ | $(33,929)$ | $(37,370)$ | $(37,370)$ | $(37,370)$ | $(37,252)$ | $(37,959)$ | $(37,959)$ | $(37,187)$ | $(24,122)$ | $(24,122)$ | $(24,122)$ |
| Non-current assets | 4,112,063 | 4,103,035 | 4,103,035 | 4,234,210 | 4,495,288 | 4,495,288 | 4,495,288 | 4,437,244 | 4,452,261 | 4,452,261 | 4,414,464 | 4,153,061 | 4,153,061 | 4,153,061 |
| Property, plant and equipment | 2,993,795 | 2,989,330 | 2,989,330 | 3,132,095 | 3,403,736 | 3,403,736 | 3,403,736 | 3,348,781 | 3,300,624 | 3,300,624 | 3,299,340 | 3,135,122 | 3,135,122 | 3,135,122 |
| Intangible assets | 181,350 | 169,876 | 169,876 | 158,033 | 146,911 | 146,911 | 146,911 | 140,060 | 216,100 | 216,100 | 197,688 | 182,760 | 182,760 | 182,760 |
| Investments and other assets | 936,917 | 943,828 | 943,828 | 944,080 | 944,640 | 944,640 | 944,640 | 948,402 | 935,536 | 935,536 | 917,436 | 835,179 | 835,179 | 835,179 |
| Total assets | 15,342,872 | 15,342,680 | 15,342,680 | 15,866,773 | 17,277,448 | 17,277,448 | 17,277,448 | 16,761,208 | 17,362,580 | 17,362,580 | 17,313,176 | 17,206,653 | 17,206,653 | 17,206,653 |
| Current liabilities | 4,537,132 | 4,523,277 | 4,523,277 | 4,598,557 | 5,427,236 | 5,427,236 | 5,427,236 | 5,303,802 | 5,881,339 | 5,881,339 | 5,622,840 | 5,315,576 | 5,315,576 | 5,315,576 |
| Notes and accounts payable - trade | 1,706,737 | 1,655,191 | 1,655,191 | 1,764,975 | 1,833,333 | 1,833,333 | 1,833,333 | 1,803,049 | 2,251,550 | 2,251,550 | 1,970,816 | 1,680,871 | 1,680,871 | 1,680,871 |
| Electronically recorded obligations - operating | 737,262 | 674,706 | 674,706 | 744,384 | 953,608 | 953,608 | 953,608 | 733,371 | 670,926 | 670,926 | 1,005,632 | 899,494 | 899,494 | 899,494 |
| Advances received | 1,035,353 | 1,251,794 | 1,251,794 | 1,125,797 | 1,242,586 | 1,242,586 | 1,242,586 | 1,741,264 | 1,978,768 | 1,978,768 | 1,678,048 | 1,288,049 | 1,288,049 | 1,288,049 |
| Non-current liabilities | 733,014 | 716,670 | 716,670 | 704,026 | 669,973 | 669,973 | 669,973 | 654,473 | 630,835 | 630,835 | 602,936 | 361,893 | 361,893 | 361,893 |
| Total liabilities | 5,270,147 | 5,239,948 | 5,239,948 | 5,302,584 | 6,097,209 | 6,097,209 | 6,097,209 | 5,958,275 | 6,512,174 | 6,512,174 | 6,225,777 | 5,677,469 | 5,677,469 | 5,677,469 |
| Shareholders' equity | 10,204,884 | 10,270,948 | 10,270,948 | 10,571,499 | 10,930,810 | 10,930,810 | 10,930,810 | 10,640,238 | 10,792,998 | 10,792,998 | 11,091,703 | 11,630,488 | 11,630,488 | 11,630,488 |
| Capital stock | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 |
| Capital surplus | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 | 1,280,522 |
| Retained earnings | 8,090,076 | 8,156,140 | 8,156,140 | 8,456,691 | 8,816,001 | 8,816,001 | 8,816,001 | 8,525,430 | 8,678,190 | 8,678,190 | 8,976,894 | 9,515,679 | 9,515,679 | 9,515,679 |
| Treasury shares | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ | $(201,313)$ |
| Accumulated other comprehensive income | $(274,221)$ | $(310,370)$ | $(310,370)$ | $(171,212)$ | 57,162 | 57,162 | 57,162 | $(15,194)$ | 57,406 | 57,406 | $(4,304)$ | $(101,304)$ | $(101,304)$ | $(101,304)$ |
| Non-controlling interests | 142,062 | 142,153 | 142,153 | 163,902 | 192,266 | 192,266 | 192,266 | 177,887 |  |  |  |  |  |  |
| Net assets | 10,072,725 | 10,102,731 | 10,102,731 | 10,564,189 | 11,180,239 | 11,180,239 | 11,180,239 | 10,802,932 | 10,850,405 | 10,850,405 | 11,087,398 | 11,529,183 | 11,529,183 | 11,529,183 |
| Total liabilities and net assets | 15,342,872 | 15,342,680 | 15,342,680 | 15,866,773 | 17,277,448 | 17,277,448 | 17,277,448 | 16,761,208 | 17,362,580 | 17,362,580 | 17,313,176 | 17,206,653 | 17,206,653 | 17,206,653 |

## CF

| ( $\ddagger$ thousand) | FY2/15 |  |  |  |  |  |  | FY2/16 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Cash flows from operating activities | - |  | $(645,985)$ | - |  | 1,468,732 | 822,746 | - | - | 472,104 | - |  | $(181,914)$ | 290,190 |
| Income before income taxes and minority interests | - | - | 140,819 | - | - | 1,112,246 | 1,253,065 | - | - | 249,853 | - | - | 891,784 | 1,141,638 |
| Depreciation | - | - | 153,743 | - | - | 154,627 | 308,370 | - | - | 163,759 | - | - | 158,138 | 321,898 |
| Foreign exchange losses (gains) | - | - | $(4,872)$ | - | - | $(39,712)$ | $(44,585)$ | - | - | $(6,167)$ | - | - | 20,381 | 14,213 |
| Decrease (increase) in notes and accounts receivable - trade | - | - | $(112,170)$ | - | - | $(669,194)$ | $(781,365)$ | - | - | 743,475 | - | - | $(1,174,369)$ | $(430,893)$ |
| Decrease (increase) in inventories | - | - | $(657,749)$ | - | - | 670,708 | 12,959 | - | - | $(1,045,469)$ | - | - | 424,842 | $(620,626)$ |
| Increase (decrease) in notes and accounts payable - trade | - | - | $(56,950)$ | - | - | 402,935 | 345,984 | - | - | 165,756 | - | - | $(336,092)$ | $(170,336)$ |
| Increase (decrease) in advances received | - | - | 344,079 | - | - | $(91,670)$ | 252,409 | - | - | 716,863 | - | - | $(671,810)$ | 45,053 |
| Cash flows from investing activities | - | - | $(108,761)$ | - | - | $(131,500)$ | $(240,261)$ | - | - | $(278,051)$ | - | - | $(154,700)$ | $(432,751)$ |
| Purchase of property, plant and equipment | - | - | $(111,255)$ | - | - | $(342,404)$ | $(453,659)$ | - | - | $(160,877)$ | - | - | $(143,188)$ | $(304,065)$ |
| Cash flows from financing activities | - | - | $(253,826)$ | - | - | $(30,738)$ | $(284,565)$ | - | - | $(299,778)$ | - | - | $(31,840)$ | $(331,618)$ |
| Cash dividends paid | - | - | $(215,217)$ | - | - |  | $(215,217)$ | - | - | $(257,883)$ | - | - | (345) | $(258,228)$ |
| Cash and cash equivalents at end of period | - | - | 3,079,854 | - | - | 4,548,178 | 4,548,178 | - | - | 4,448,478 | - | - | 4,042,296 | 4,042,296 |
| Free cash flow | - | - | $(754,747)$ | - | - | 1,337,232 | 582,485 | - | - | 194,053 | - | - | $(336,614)$ | $(142,561)$ |

KPI

| ( $¥$ thousand) | FY2/15 |  |  |  |  |  |  | FY2/16 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1 H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Net sales | 3,506,699 | 3,865,222 | 7,371,922 | 4,639,168 | 5,413,187 | 10,052,356 | 17,424,279 | 3,002,638 | 4,694,781 | 7,697,419 | 5,384,281 | 5,945,932 | 11,330,214 | 19,027,633 |
| Profit (loss) attributable to owners of parent | $(29,959)$ | 66,063 | 36,104 | 300,551 | 359,310 | 659,861 | 695,966 | $(29,120)$ | 152,760 | 123,639 | 298,704 | 538,784 | 837,489 | 961,129 |
| Total assets | 15,342,872 | 15,342,680 | 15,342,680 | 15,866,773 | 17,277,448 | 17,277,448 | 17,277,448 | 16,761,208 | 17,362,580 | 17,362,580 | 17,313,176 | 17,206,653 | 17,206,653 | 17,206,653 |
| Current assets | 11,230,809 | 11,239,644 | 11,239,644 | 11,632,562 | 12,782,160 | 12,782,160 | 12,782,160 | 12,323,963 | 12,910,319 | 12,910,319 | 12,898,711 | 13,053,591 | 13,053,591 | 13,053,591 |
| Non-current assets | 4,112,063 | 4,103,035 | 4,103,035 | 4,234,210 | 4,495,288 | 4,495,288 | 4,495,288 | 4,437,244 | 4,452,261 | 4,452,261 | 4,414,464 | 4,153,061 | 4,153,061 | 4,153,061 |
| Current liabilities | 4,537,132 | 4,523,277 | 4,523,277 | 4,598,557 | 5,427,236 | 5,427,236 | 5,427,236 | 5,303,802 | 5,881,339 | 5,881,339 | 5,622,840 | 5,315,576 | 5,315,576 | 5,315,576 |
| Inventories | 2,335,286 | 2,300,807 | 2,300,807 | 2,457,390 | 1,771,887 | 1,771,887 | 1,771,887 | 2,458,783 | 2,880,098 | 2,880,098 | 2,884,106 | 2,432,517 | 2,432,517 | 2,432,517 |
| Notes and accounts receivable - trade | 4,559,290 | 4,494,501 | 4,494,501 | 4,259,909 | 5,272,468 | 5,272,468 | 5,272,468 | 4,308,495 | 4,533,997 | 4,533,997 | 5,240,769 | 5,694,349 | 5,694,349 | 5,694,349 |
| Notes and accounts payable - trade | 2,444,000 | 2,329,897 | 2,329,897 | 2,509,360 | 2,786,942 | 2,786,942 | 2,786,942 | 2,536,421 | 2,922,476 | 2,922,476 | 2,976,448 | 2,580,366 | 2,580,366 | 2,580,366 |
| Treasury shares | 9,930,662 | 9,960,578 | 9,960,578 | 10,400,286 | 10,987,972 | 10,987,972 | 10,987,972 | 10,625,044 | 10,850,405 | 10,850,405 | 11,087,398 | 11,529,183 | 11,529,183 | 11,529,183 |
| Interest-bearing debt (Lease obligations only) | 226,751 | 210,392 | 210,392 | 194,311 | 178,251 | 178,251 | 178,251 | 168,454 | 151,967 | 151,967 | 135,427 | 118,835 | 118,835 | 118,835 |
| (times) $\mathrm{Fr}^{\text {F2/15 }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets turnover | 0.23 | 0.25 | 0.48 | 0.30 | 0.33 | 0.61 | 1.06 | 0.18 | 0.27 | 0.44 | 0.31 | 0.34 | 0.66 | 1.10 |
| Non-current assets turnover | 0.84 | 0.93 | 1.77 | 1.10 | 1.24 | 2.31 | 4.00 | 0.67 | 1.05 | 1.72 | 1.21 | 1.38 | 2.62 | 4.40 |
| Current assets turnover | 0.31 | 0.34 | 0.65 | 0.40 | 0.45 | 0.83 | 1.45 | 0.24 | 0.37 | 0.60 | 0.42 | 0.46 | 0.88 | 1.47 |

irent assets turnover
Non-current assets turnover=Net sales / Average non-current assets
Current assets turnover=Net sales / Average current assets

| (days) | FY2/15 |  |  |  |  |  |  | FY2/16 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Inventories turnover | 52.61 | 47.32 | 49.62 | 40.53 | 28.66 | 31.03 | 36.10 | 64.81 | 45.58 | 55.60 | 39.35 | 31.82 | 33.58 | 40.33 |
| Accounts receivable turnover | 119.62 | 106.98 | 112.18 | 83.56 | 87.66 | 94.93 | 110.45 | 132.01 | 88.85 | 108.38 | 88.57 | 86.19 | 90.97 | 109.23 |
| Accounts payable turnover | 64.12 | 55.46 | 58.15 | 49.22 | 46.34 | 50.18 | 58.38 | 77.72 | 57.27 | 69.86 | 50.31 | 39.06 | 41.22 | 49.50 |

Inventories turnover=(Average inventories/Net sales) $\times$ Number of days
Accounts receivable turnover=(Accounts receivable/Net sales) $\times$ Number of days
Accounts payable turnover=(Accounts payable/Net sales) $\times$ Number of day

| (\%) | FY2/15 |  |  |  |  |  |  | FY2/16 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Equity ratio | 64.7\% | 64.9\% | 64.9\% | 65.5\% | 63.6\% | 63.6\% | 63.6\% | 63.4\% | 62.5\% | 62.5\% | 64.0\% | 67.0\% | 67.0\% | 67.0\% |
| D/E ratio | 2.3\% | 2.1\% | 2.1\% | 1.9\% | 1.6\% | 1.6\% | 1.6\% | 1.6\% | 1.4\% | 1.4\% | 1.2\% | 1.0\% | 1.0\% | 1.0\% |
| Current ratio | 247.5\% | 248.5\% | 248.5\% | 253.0\% | 235.5\% | 235.5\% | 235.5\% | 232.4\% | 219.5\% | 219.5\% | 229.4\% | 245.6\% | 245.6\% | 245.6\% |
| Non-current ratio | 41.4\% | 41.2\% | 41.2\% | 40.7\% | 40.9\% | 40.9\% | 40.9\% | 41.8\% | 41.0\% | 41.0\% | 39.8\% | 36.0\% | 36.0\% | 36.0\% |
| Return on assets (ROA) | -0.2\% | 0.4\% | 0.2\% | 1.9\% | 2.1\% | 3.8\% | 4.0\% | -0.2\% | 0.9\% | 0.7\% | 1.7\% | 3.1\% | 4.9\% | 5.6\% |
| Return on equity (ROE) | -0.3\% | 0.7\% | 0.4\% | 2.9\% | 3.4\% | 6.2\% | 6.6\% | -0.3\% | 1.4\% | 1.1\% | 2.7\% | 4.8\% | 7.4\% | 8.5\% |
| Dividend payout ratio | - | - | - | - | - |  | 37.2\% | - | - | - | - | - |  | 22.4\% |

Equity ratio=Equity/Total assets
D/E ratio=Interest-bearing debt/Equity
Non-current ratio=Non-current assets/Equity
Current ratio=Current assets/Current liabilities
ROA=Profit attributable to owners of parent/Total assets
ROE=Profit attributable to owners of parent/Average equity
Dividend payout ratio = Dividend per share/Consolidated earnings per share

BS

| ( $\#$ thousand) | Q1 | FY2/17 |  |  |  | 2 H | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 | 1H | Q3 | Q4 |  |  |
| Current | 13,045,804 | 14,321,295 | 14,321,295 | 14,353,231 | 14,938,653 | 14,938,653 | 14,938,653 |
| Cash and deposits | 4,263,901 | 4,900,401 | 4,900,401 | 5,407,407 | 6,982,822 | 6,982,822 | 6,982,822 |
| Notes and accounts receivable - trade | 4,505,723 | 4,904,391 | 4,904,391 | 5,166,333 | 4,282,766 | 4,282,766 | 4,282,766 |
| Electronically recorded monetary claims - operating | 326,849 | 89,713 | 89,713 | 207,435 | 120,616 | 120,616 | 120,616 |
| Merchandise and finished goods | 358,503 | 400,298 | 400,298 | 387,488 | 404,081 | 404,081 | 404,081 |
| Work in process | 1,922,590 | 2,464,151 | 2,464,151 | 1,648,112 | 1,712,294 | 1,712,294 | 1,712,294 |
| Raw materials and supplies | 687,392 | 714,083 | 714,083 | 681,680 | 649,160 | 649,160 | 649,160 |
| Allowance for doubtful accounts | $(22,536)$ | $(20,582)$ | $(20,582)$ | $(20,224)$ | $(13,507)$ | $(13,507)$ | $(13,507)$ |
| Non-current assets | 4,010,203 | 4,047,962 | 4,047,962 | 4,058,444 | 4,162,887 | 4,162,887 | 4,162,887 |
| Property, plant and equipment | 3,109,019 | 3,210,965 | 3,210,965 | 3,232,451 | 3,234,934 | 3,234,934 | 3,234,934 |
| Intangible assets | 93,726 | 80,242 | 80,242 | 68,378 | 55,836 | 55,836 | 55,836 |
| Investments and other assets | 807,456 | 756,754 | 756,754 | 757,613 | 872,116 | 872,116 | 872,116 |
| Total assets | 17,056,007 | 18,369,257 | 18,369,257 | 18,411,675 | 19,101,540 | 19,101,540 | 19,101,540 |
| Current liabilities | 5,570,175 | 6,782,782 | 6,782,782 | 6,361,085 | 6,592,473 | 6,592,473 | 6,592,473 |
| Notes and accounts payable - trade | 1,828,510 | 2,453,279 | 2,453,279 | 1,853,523 | 2,019,656 | 2,019,656 | 2,019,656 |
| Electronically recorded obligations - operating | 789,342 | 888,042 | 888,042 | 1,099,144 | 1,038,971 | 1,038,971 | 1,038,971 |
| Advances received | 1,701,131 | 2,443,873 | 2,443,873 | 2,096,460 | 1,831,994 | 1,831,994 | 1,831,994 |
| Non-current liabilities | 326,661 | 339,744 | 339,744 | 328,291 | 323,709 | 323,709 | 323,709 |
| Total liabilities | 5,896,836 | 7,122,526 | 7,122,526 | 6,689,376 | 6,916,182 | 6,916,182 | 6,916,182 |
| Shareholders' equity | 11,394,808 | 11,652,562 | 11,652,562 | 12,161,866 | 12,410,463 | 12,410,463 | 12,410,463 |
| Capital stock | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 | 1,035,600 |
| Capital surplus | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 | 1,289,513 |
| Retained earnings | 9,271,008 | 9,528,809 | 9,528,809 | 10,038,113 | 10,286,711 | 10,286,711 | 10,286,711 |
| Treasury shares | $(201,313)$ | $(201,361)$ | $(201,361)$ | $(201,361)$ | $(201,361)$ | $(201,361)$ | $(201,361)$ |
| Accumulated other comprehensive income | $(235,637)$ | $(405,830)$ | $(405,830)$ | $(439,567)$ | $(225,105)$ | $(225,105)$ | $(225,105)$ |
| Non-controlling interests |  |  |  |  |  |  |  |
| Net assets | 11,159,171 | 11,246,731 | 11,246,731 | 11,722,298 | 12,185,358 | 12,185,358 | 12,185,358 |
| Total liabilities and net assets | 17,056,007 | 18,369,257 | 18,369,257 | 18,411,675 | 19,101,540 | 19,101,540 | 19,101,540 |

CF

| (\#thousand) | FY2/17 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Cash flows from operating activities |  |  | 1,480,549 |  |  | 2,124,984 | 3,605,533 |
| Income before income taxes and minority interests | - |  | 478,882 | - | - | 1,305,077 | 1,783,960 |
| Depreciation | - |  | 155,646 | - | - | 182,761 | 338,407 |
| Foreign exchange losses (gains) | - |  | 14,028 | - | - | $(8,400)$ | 5,628 |
| Decrease (increase) in notes and accounts receivable - trade | - |  | 626,949 | - | - | 617,025 | 1,243,975 |
| Decrease (increase) in inventories | - |  | $(1,326,134)$ | - | - | 943,615 | $(382,518)$ |
| Increase (decrease) in notes and accounts payable - trade | - |  | 774,762 | - | - | $(365,467)$ | 409,295 |
| Increase (decrease) in advances received | - | - | 1,281,051 | - | - | $(709,755)$ | 571,295 |
| Cash flows from investing activities | - | - | $(268,639)$ | - | - | $(83,042)$ | $(351,682)$ |
| Purchase of property, plant and equipment | - | - | $(342,315)$ | - | - | $(131,773)$ | $(474,089)$ |
| Cash flows from financing activities |  |  | $(247,198)$ | - | - | $(30,479)$ | $(277,678)$ |
| Cash dividends paid |  |  | $(215,445)$ | - | - | (387) | $(215,832)$ |
| Cash and cash equivalents at end of period |  |  | 4,900,401 | - | - | 6,982,822 | 6,982,822 |
| Free cash flow | - |  | 1,211,909 | - | - | 2,041,942 | 3,253,851 |


| ( $\ddagger$ thousand) | Q1 |  |  | FY2/17 |  | 2 H |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 | 1H | Q3 | Q4 |  | Full-Year |
| Net sales | 3,912,047 | 4,850,905 | 8,762,952 | 6,004,116 | 6,397,473 | 12,401,590 | 21,164,542 |
| Profit (loss) attributable to owners of parent | 48,564 | 257,800 | 306,365 | 509,303 | 248,597 | 757,901 | 1,064,266 |
| Total assets | 17,056,007 | 18,369,257 | 18,369,257 | 18,411,675 | 19,101,540 | 19,101,540 | 19,101,540 |
| Current assets | 13,045,804 | 14,321,295 | 14,321,295 | 14,353,231 | 14,938,653 | 14,938,653 | 14,938,653 |
| Non-current assets | 4,010,203 | 4,047,962 | 4,047,962 | 4,058,444 | 4,162,887 | 4,162,887 | 4,162,887 |
| Current liabilities | 5,570,175 | 6,782,782 | 6,782,782 | 6,361,085 | 6,592,473 | 6,592,473 | 6,592,473 |
| Inventories | 2,968,485 | 3,578,533 | 3,578,533 | 2,717,280 | 2,765,537 | 2,765,537 | 2,765,537 |
| Notes and accounts receivable - trade | 4,832,572 | 4,994,104 | 4,994,104 | 5,373,768 | 4,403,382 | 4,403,382 | 4,403,382 |
| Notes and accounts payable - trade | 2,617,852 | 3,341,321 | 3,341,321 | 2,952,667 | 3,058,628 | 3,058,628 | 3,058,628 |
| Treasury shares | 11,159,171 | 11,246,731 | 11,246,731 | 11,722,298 | 12,185,358 | 12,185,358 | 12,185,358 |
| Interest-bearing debt (Lease obligations only) | 102,190 | 85,492 | 85,492 | 68,740 | 59,225 | 59,225 | 59,225 |


| (times) | FY2/17 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Total assets turnover | 0.23 | 0.27 | 0.49 | 0.34 | 0.35 | 0.68 | 1.17 |
| Non-current assets turnover | 0.96 | 1.18 | 2.14 | 1.46 | 1.54 | 2.98 | 5.09 |
| Current assets turnover | 0.30 | 0.35 | 0.64 | 0.44 | 0.46 | 0.89 | 1.51 |

current assets turnover
Non-current assets turnover=Net sales / Average non-current assets
Current assets turnover=Net sales / Average current assets

| (days) | FY2/17 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1 1H | Q3 | Q4 | 2 H | Full-Year |
| Inventories turnover | 63.51 | 57.00 | 63.11 | 39.03 | 36.56 | 37.93 | 44.82 |
| Accounts receivable turnover | 113.65 | 94.72 | 104.86 | 81.45 | 61.95 | 64.27 | 75.94 |
| Accounts payable turnover | 61.56 | 63.37 | 70.16 | 44.75 | 43.03 | 44.64 | 52.75 |

inventories turnover=(Average inventories/Net sales) $\times$ Number of days
Accounts receivable turnover=(Accounts receivable/Net sales) $\times$ Number of days
Accounts payable turnover=(Accounts payable/Net sales) $\times$ Number of days

| (\%) | FY2/17 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | 1H | Q3 | Q4 | 2 H | Full-Year |
| Equity ratio | 65.4\% | 61.2\% | 61.2\% | 63.7\% | 63.8\% | 63.8\% | 63.8\% |
| D/E ratio | 0.9\% | 0.8\% | 0.8\% | 0.6\% | 0.5\% | 0.5\% | 0.5\% |
| Current ratio | 234.2\% | 211.1\% | 211.1\% | 225.6\% | 226.6\% | 226.6\% | 226.6\% |
| Non-current ratio | 35.9\% | 36.0\% | 36.0\% | 34.6\% | 34.2\% | 34.2\% | 34.2\% |
| Return on assets (ROA) | 0.3\% | 1.4\% | 1.7\% | 2.8\% | 1.3\% | 4.0\% | 5.6\% |
| Return on equity (ROE) | 0.4\% | 2.3\% | 2.7\% | 4.4\% | 2.1\% | 6.4\% | 9.0\% |
| Dividend payout ratio |  |  |  |  |  |  | 32.4\% |

assets
D/E ratio=Interest-bearing debt/Equity
Non-current ratio=Non-current assets/Equity
Current ratio=Current assets/Current liabilities
ROA=Profit attributable to owners of parent/Total assets
ROE=Profit attributable to owners of parent/Average equity
Dividend payout ratio = Dividend per share/Consolidated earnings per share

