

Consolidated statements of income

■Core basis

(JPY millions)

(FY)	2018	2019	2020	2021	2022	Change	2023 Forecast
Revenue	234,026	241,555	249,605	266,257	279,037	4.8%	273,000
Cost of sales	-90,764	-94,831	-98,221	-109,671	-112,950	3.0%	-111,000
(Percent of revenue)	38.8%	39.3%	39.4%	41.2%	40.5%	—	40.7%
Gross profit	143,262	146,724	151,384	156,586	166,087	6.1%	162,000
(Percent of revenue)	61.2%	60.7%	60.6%	58.8%	59.5%	—	59.3%
SG&A expenses	-71,273	-73,360	-77,171	-83,861	-93,548	11.6%	-87,000
(Percent of revenue)	30.5%	30.4%	30.9%	31.5%	33.5%	—	31.9%
R&D expenses	-23,759	-23,341	-24,112	-26,377	-28,297	7.3%	-29,000
(Percent of revenue)	10.2%	9.7%	9.7%	9.9%	10.1%	—	10.6%
Operating profit	48,230	50,023	50,101	46,348	44,242	-4.5%	46,000
(Percent of revenue)	20.6%	20.7%	20.1%	17.4%	15.9%	—	16.8%
Net profit for the year	36,092	35,894	37,549	35,195	33,235	-5.6%	34,500
(Percent of revenue)	15.4%	14.9%	15.0%	13.2%	11.9%	—	12.6%
ROE (%)	12.5	12.1	12.3	10.9	10.5	—	12

■IFRS

(JPY millions)

(FY)	2018	2019	2020	2021	2022	Change	2023 Forecast
Revenue	234,026	241,555	249,605	266,257	279,037	4.8%	273,000
Cost of sales	-90,764	-94,831	-98,221	-109,671	-112,950	3.0%	-111,000
(Percent of revenue)	38.8%	39.3%	39.4%	41.2%	40.5%	—	40.7%
Gross profit	143,262	146,724	151,384	156,586	166,087	6.1%	162,000
(Percent of revenue)	61.2%	60.7%	60.6%	58.8%	59.5%	—	59.3%
SG&A expenses	-71,273	-73,360	-79,554	-84,499	-96,257	13.9%	-87,800
(Percent of revenue)	30.5%	30.4%	31.9%	31.7%	34.5%	—	32.2%
R&D expenses	-23,759	-23,341	-24,112	-26,377	-28,297	7.3%	-29,000
(Percent of revenue)	10.2%	9.7%	9.7%	9.9%	10.1%	—	10.6%
Amortization on intangible assets associated with products	-6,988	-9,898	-10,650	-9,734	-9,518	-2.2%	-9,400
(Percent of revenue)	3.0%	4.1%	4.3%	3.7%	3.4%	—	3.4%
Other income	4,028	390	16,007	1,043	3,524	238.0%	600
Other expenses	-172	-6,980	-40,889	-1,133	-38,629	—	-4,400
Operating profit/loss	45,098	33,535	12,187	35,886	-3,090	—	32,000
(Percent of revenue)	19.3%	13.9%	4.9%	13.5%	—	—	11.7%
Finance income	901	950	1,346	2,543	1,153	-54.7%	1,000
Finance expenses	-2,881	-2,393	-1,488	-1,209	-1,499	24.0%	-800
Share of loss of investments accounted for using equity method	—	—	-358	-1,604	-2,362	47.2%	-2,400
Profit/loss before tax	43,117	32,091	11,688	35,616	-5,799	—	29,800
(Percent of revenue)	18.4%	13.3%	4.7%	13.4%	—	—	10.9%
Income tax expenses	-11,174	-10,377	-2,562	-8,427	-9,184	9.0%	-7,400
Net profit/loss for the year	31,943	21,714	9,126	27,189	-14,983	—	22,400
(Percent of revenue)	13.6%	9.0%	3.7%	10.2%	—	—	8.2%
Profit attributable to owners of the company	31,954	23,618	9,311	27,218	-14,948	—	22,410
Non-controlling interests	-11	-1,904	-185	-29	-35	22.3%	-10
ROE (%)	11.1	8.0	3.0	8.4	-4.7	—	8

Revenue details

■Revenue by business segment

(JPY millions)

(FY)	2018	2019	2020	2021	2022	2023 Forecast
Prescription pharmaceuticals	216,030	224,584	234,687	249,579	260,235	251,821
YoY(%)	4.4%	4.0%	4.5%	6.3%	4.3%	-3.2%
OTC pharmaceuticals	14,223	12,034	9,410	9,780	10,628	11,054
YoY(%)	-2.5%	-15.4%	-21.8%	3.9%	8.7%	4.0%
Medical devices	2,709	3,515	4,037	5,184	6,257	7,853
Others	1,065	1,422	1,471	1,714	1,919	2,272
Total	234,026	241,555	249,605	266,257	279,037	273,000
YoY(%)	4.0%	3.2%	3.3%	6.7%	4.8%	-2.2%

[Japan]

(JPY millions)

(FY)	2018	2019	2020	2021	2022	2023 Forecast
Prescription pharmaceuticals	142,950	148,842	155,807	159,705	162,770	145,327
YoY(%)	1.3%	4.1%	4.7%	2.5%	1.9%	-10.7%
OTC pharmaceuticals	13,930	11,722	9,058	9,185	9,595	9,922
YoY(%)	-2.6%	-15.8%	-22.7%	1.4%	4.5%	3.4%
Medical devices	2,600	3,179	2,926	3,139	3,264	3,543
Others	977	1,281	1,343	1,604	1,744	2,072
Total	160,456	165,024	169,133	173,633	177,373	160,864
YoY(%)	1.1%	2.8%	2.5%	2.7%	2.2%	-9.3%

■Revenue by region (Overseas)

(JPY millions)

(FY)	2018	2019	2020	2021	2022	2023 Forecast
China	21,365	22,321	23,349	27,197	21,546	28,003
YoY(%)	20.0%	4.5%	4.6%	16.5%	-20.8%	30.0%
Asia (Not including China)	15,516	16,496	17,216	19,813	24,118	26,111
YoY(%)	18.5%	6.3%	4.4%	15.1%	21.7%	8.3%
EMEA ^{#1}	36,156	36,979	37,896	42,899	52,513	55,214
YoY(%)	3.3%	2.3%	2.5%	13.2%	22.4%	5.1%
Americas	533	735	2,011	2,715	3,488	2,808
YoY(%)	43.7%	38.0%	173.5%	35.0%	28.5%	-19.5%
Total	73,570	76,531	80,472	92,624	101,665	112,136
YoY(%)	11.0%	4.0%	5.1%	15.1%	9.8%	10.3%
Overseas sales ratio	31.4%	31.7%	32.2%	34.8%	36.4%	41.1%

^{#1} Europe, the Middle East and Africa

Revenue details

■ Profit contribution by region (Based on new classification)

(JPY millions)

(FY)	2018	2019	2020	2021	2022	2023 Forecast
Japan	67,588	70,081	70,039	66,166	70,327	62,091
YoY(%)	—	3.7%	-0.1%	-5.5%	6.3%	-11.7%
(Percent of revenue)	42.1%	42.5%	41.4%	38.1%	39.6%	38.6%
China	8,345	10,151	9,693	11,568	6,660	9,350
YoY(%)	—	21.6%	-4.5%	19.3%	-42.4%	40.4%
(Percent of revenue)	39.1%	45.5%	41.5%	42.5%	30.9%	33.4%
Asia (Not including China)	4,994	5,725	6,893	8,254	10,352	10,241
YoY(%)	—	14.6%	20.4%	19.7%	25.4%	-1.1%
(Percent of revenue)	32.2%	34.7%	40.0%	41.7%	42.9%	39.2%
EMEA	9,460	9,946	11,373	14,348	18,049	18,134
YoY(%)	—	5.1%	14.3%	26.2%	25.8%	0.5%
(Percent of revenue)	26.2%	26.9%	30.0%	33.4%	34.4%	32.8%
Americas	-1,715	-1,830	-2,555	-4,396	-4,490	-1,132
YoY(%)	—	—	—	—	—	—
(Percent of revenue)	—	—	—	—	—	—

■ Profit contribution by region (Based on previous classification)

(JPY millions)

(FY)	2018	2019	2020	2021	2022
Asia (Including China)	11,517	—	—	—	—
YoY(%)	57.0%	—	—	—	—
EMEA	7,603	—	—	—	—
YoY(%)	27.2%	—	—	—	—
Americas	-4,120	—	—	—	—
YoY(%)	—	—	—	—	—

Revenue details

■Revenue of major products

(JPY millions)

Brand name	Region	FY2018	FY2019	FY2020	FY2021	FY2022	Change	FY2023 Forecast
Glaucoma and ocular hypertension								
Cosopt	Total	21,985	21,045	20,877	21,752	23,702	9.0%	22,798
	Japan	8,919	7,723	6,940	5,650	4,675	-17.3%	4,076
	Asia	3,675	4,052	4,462	5,157	6,110	18.5%	6,385
	EMEA	9,392	9,270	9,475	10,945	12,917	18.0%	12,336
Tapros	Total	18,014	17,901	17,915	18,423	18,744	1.7%	16,096
	Japan	9,554	9,123	8,709	8,409	7,761	-7.7%	6,030
	China	228	395	602	1,170	1,045	-10.7%	877
	Asia	1,857	1,892	1,907	2,077	2,277	9.6%	2,289
Tapcom	EMEA	6,375	6,491	6,696	6,767	7,660	13.2%	6,900
	Total	4,788	5,405	6,036	6,971	8,202	17.7%	7,992
	Japan	2,549	2,521	2,604	2,738	2,649	-3.2%	1,922
	Asia	308	383	546	815	1,051	28.9%	1,252
Trusopt	EMEA	1,930	2,501	2,886	3,417	4,502	31.7%	4,819
	Total	4,586	4,424	4,365	4,374	4,882	11.6%	4,453
	Japan	1,474	1,350	1,227	1,108	980	-11.6%	894
	Asia	415	411	344	382	454	18.8%	467
Eybelis	EMEA	2,697	2,663	2,794	2,883	3,448	19.6%	3,092
	Total	431	1,629	2,536	3,420	4,156	21.5%	4,750
	Japan	431	1,629	2,516	3,304	3,905	18.2%	4,336
	Asia	—	—	20	116	251	116.9%	413
Dry eye								
Diquas (Including Diquas LX)	Total	15,367	15,970	14,403	18,835	20,988	11.4%	27,940
	Japan	13,932	14,257	12,283	13,342	16,259	21.9%	21,859
	China	25	167	717	4,074	2,772	-32.0%	3,522
	Asia	1,409	1,546	1,404	1,419	1,957	37.9%	2,560
Hyalein	Total	18,902	17,609	18,420	17,779	14,781	-16.9%	16,162
	Japan	8,763	7,849	6,967	6,466	5,718	-11.6%	4,781
	China	7,567	7,856	9,259	8,943	6,433	-28.1%	8,468
	Asia	2,572	1,904	2,194	2,370	2,630	11.0%	2,913
Ikervis	Total	3,391	3,851	4,529	5,856	6,839	16.8%	8,759
	Asia	459	738	890	1,106	1,549	40.0%	2,143
	EMEA	2,932	3,113	3,638	4,750	5,290	11.4%	6,617
	Total	2,512	2,912	3,062	3,230	4,010	24.2%	4,693
Cationorm	China	—	—	—	—	—	—	464
	Asia	168	265	256	467	441	-5.4%	485
	EMEA	1,989	2,092	1,969	2,078	2,626	26.3%	2,650
	Americas	355	555	838	685	943	37.7%	1,094
Allergy								
Alesion (Including Alesion LX)	Total	19,445	24,916	32,752	29,392	33,550	14.1%	22,669
	Japan	19,445	24,916	32,733	29,286	33,400	14.1%	22,505
	Asia	—	—	19	106	149	40.2%	163
	Total	18	84	178	633	914	44.4%	1,416
Verkazia	EMEA	18	77	162	585	748	28.0%	967
	Americas	—	7	16	49	166	241.2%	401
Intravitreal VEGF inhibitor								
EYLEA *1	Total	56,157	60,138	64,454	72,484	71,257	-1.7%	64,262
	Japan	56,157	60,138	64,454	72,484	71,257	-1.7%	64,262
Bacterial conjunctivitis								
Cravit	Total	15,028	15,181	12,650	11,712	11,381	-2.8%	12,303
	Japan	3,175	2,571	1,971	1,754	1,285	-26.7%	1,119
	China	8,860	9,509	7,927	6,966	6,309	-9.4%	7,475
	Asia	1,524	1,726	1,722	1,866	2,380	27.5%	2,439
Medical devices	EMEA	1,468	1,375	1,029	1,126	1,408	25.0%	1,270
	Total	129	1,065	1,196	1,422	1,331	-6.4%	1,601
	Japan	129	1,065	1,196	1,422	1,331	-6.4%	1,601
	Total	68	270	892	1,612	2,429	50.6%	3,203
PRESERFLO MicroShunt	Japan	—	—	—	—	94	—	214
	EMEA	68	270	892	1,612	2,326	44.3%	2,961
	Total	14,223	12,034	9,410	9,780	10,628	8.7%	11,054
	Japan	13,930	11,722	9,058	9,185	9,595	4.5%	9,922
OTC pharmaceuticals	China	—	—	—	7	262	—	382
	Asia	293	312	352	588	771	31.2%	750

*1 Co-promoted product of Bayer Yakuhin, Ltd. (MAH)

Consolidated statement of financial position

(JPY millions)

Year ended March 31	2019/3		2020/3		2021/3		2022/3		2023/3	
■Assets	%		%		%		%		%	
Non-current assets										
Property, plant and equipment	31,699	8.1	35,601	8.7	39,489	9.7	56,287	12.2	66,173	15.7
Intangible assets	131,110	33.5	119,850	29.3	115,808	28.6	130,217	28.3	96,309	22.9
Financial assets	30,044	7.7	30,848	7.5	31,903	7.9	28,673	6.2	28,038	6.7
Retirement benefit asset	—	—	—	—	1,619	0.4	3,011	0.7	3,438	0.8
Investments from application of equity method	—	—	—	—	5,162	1.3	7,565	1.6	9,321	2.2
Deferred tax assets	1,771	0.5	2,100	0.5	2,824	0.7	3,103	0.7	2,810	0.7
Other non-current assets	1,819	0.5	1,813	0.4	2,249	0.6	1,695	0.4	1,763	0.4
Total non-current assets	196,444	50.2	190,212	46.5	199,054	49.1	230,551	50.1	207,853	49.4
Current assets										
Inventories	35,235	9.0	35,282	8.6	41,575	10.3	37,141	8.1	39,352	9.3
Trade and other receivables	84,618	21.6	86,999	21.3	95,992	23.7	99,591	21.7	107,165	25.4
Other financial assets	267	0.1	452	0.1	527	0.1	1,293	0.3	774	0.2
Income tax receivable	—	—	—	—	—	—	—	—	60	0.0
Other current assets	3,826	1.0	4,392	1.1	5,248	1.3	8,387	1.8	8,072	1.9
Cash and cash equivalents	70,796	18.1	91,430	22.4	62,888	15.5	83,014	18.0	57,903	13.7
Total current assets	194,742	49.8	218,556	53.5	206,231	50.9	229,426	49.9	213,326	50.6
Total assets	391,186	100.0	408,768	100.0	405,285	100.0	459,976	100.0	421,179	100.0
■Equity and liabilities										
Equity										
Share capital	8,252	2.1	8,366	2.0	8,525	2.1	8,672	1.9	8,702	2.1
Capital surplus	8,661	2.2	8,746	2.1	8,954	2.2	9,370	2.0	9,789	2.3
Treasury shares	-1,131	-0.3	-1,033	-0.3	-934	-0.2	-718	-0.2	-364	-0.1
Retained earnings	258,659	66.1	273,422	66.9	273,238	67.4	290,477	63.2	238,071	56.5
Other components of equity	16,461	4.2	13,364	3.3	20,398	5.0	29,688	6.5	37,781	9.0
Total equity attributable to owners of the company	290,900	74.4	302,865	74.1	310,181	76.5	337,488	73.4	293,979	69.8
Non-controlling interests	1,672	0.4	-305	-0.1	-535	-0.1	-645	-0.1	-683	-0.2
Total equity	292,572	74.8	302,560	74.0	309,646	76.4	336,844	73.2	293,297	69.6
Liabilities										
Non-current liabilities										
Financial liabilities	23,520	6.0	27,592	6.7	10,141	2.5	22,023	4.8	33,513	8.0
Net defined benefit liabilities	1,992	0.5	1,738	0.4	1,210	0.3	1,077	0.2	1,271	0.3
Provisions	1,255	0.3	570	0.1	600	0.1	738	0.2	691	0.2
Deferred tax liabilities	9,389	2.4	7,228	1.8	3,626	0.9	2,526	0.5	1,592	0.4
Other non-current liabilities	1,795	0.5	1,483	0.4	1,514	0.4	948	0.2	1,312	0.3
Total non-current liabilities	37,951	9.7	38,611	9.4	17,090	4.2	27,312	5.9	38,378	9.1
Current liabilities										
Trade and other payables	32,079	8.2	32,578	8.0	38,106	9.4	41,185	9.0	44,945	10.7
Other financial liabilities	12,116	3.1	18,777	4.6	23,739	5.9	38,533	8.4	25,858	6.1
Income tax payable	7,185	1.8	6,848	1.7	5,458	1.3	4,198	0.9	6,745	1.6
Provisions	717	0.2	633	0.2	819	0.2	939	0.2	4,212	1.0
Other current liabilities	8,566	2.2	8,761	2.1	10,428	2.6	10,965	2.4	7,744	1.8
Total current liabilities	60,663	15.5	67,597	16.5	78,549	19.4	95,821	20.8	89,504	21.3
Total liabilities	98,614	25.2	106,208	26.0	95,639	23.6	123,133	26.8	127,883	30.4
Total equity and liabilities	391,186	100.0	408,768	100.0	405,285	100.0	459,976	100.0	421,179	100.0

Consolidated statements of cash flows

(JPY millions)

(FY)	2018	2019	2020	2021	2022
I. Cash flows from operating activities:					
Net profit for the year	31,943	21,714	9,126	27,189	(14,983)
Depreciation and amortization	10,969	16,573	17,498	17,055	17,249
Impairment losses	—	5,825	40,664	232	34,560
Business structure improvement expenses	—	—	—	—	3,225
Shares of loss (profit) of entities accounted for using equity method	—	—	358	1,604	2,362
Gain on disposal of non-current assets	(3,592)	(0)	(7)	(490)	(5)
Finance expenses (income)	(700)	(592)	(609)	(652)	(469)
Income tax expenses	11,174	10,377	2,562	8,427	9,184
Decrease (increase) in trade and other receivables	(6,303)	(3,054)	(7,514)	(1,965)	(6,443)
Decrease (increase) in inventories	(5,000)	(981)	(4,590)	5,383	(1,144)
Increase (decrease) in trade and other payables	2,445	717	4,948	2,491	3,689
Increase (decrease) in provisions and net defined benefit liabilities	(518)	(1,242)	(176)	(1,358)	113
Decrease (increase) in other current assets	591	(894)	(407)	(3,414)	725
Increase (decrease) in accounts payable-bonuses	501	(678)	870	(214)	(1,398)
Increase (decrease) in accounts payable-other	1,181	1,305	3,199	257	(601)
Increase (decrease) in long-term accounts payable-other	1,885	1,279	(17,344)	(102)	(2,939)
Other	1,024	3,157	2,537	1,266	1,543
Subtotal	45,601	53,506	51,115	55,709	44,668
Interest received	187	200	195	323	300
Dividends received	521	581	490	497	461
Interest paid	(8)	(190)	(159)	(240)	(465)
Income tax paid	(13,408)	(14,149)	(12,834)	(10,246)	(7,818)
Net cash flows from (used in) operating activities	32,894	39,947	38,808	46,043	37,147
II. Cash flows from investing activities:					
Payments for acquisition of investments	(931)	(398)	(3,384)	(1,067)	(589)
Proceeds from sale of investments	2,156	3,503	3,070	3,870	2,149
Increase (decrease) through acquisition of subsidiary	—	—	(23,834)	—	—
Payments for acquisition of investments accounted for using equity method	—	—	(5,349)	(2,969)	(3,470)
Payments for acquisition of property, plant and equipment	(5,470)	(5,824)	(4,139)	(17,344)	(17,277)
Proceeds from sales of property, plant and equipment	4,338	0	6	906	3
Payments for acquisition of intangible assets	(2,863)	(3,404)	(19,665)	(18,497)	(7,311)
Other	(166)	949	(61)	(69)	(282)
Net cash flows from (used in) investing activities	(2,935)	(5,175)	(53,355)	(35,169)	(26,777)
III. Cash flows from financing activities:					
Proceeds from short-term loans	—	0	—	10,460	—
Repayments of short-term loans	—	—	—	—	(11,278)
Proceeds from long-term loans payable	567	1,477	307	10,000	15,639
Repayments of long-term loans payable	(4,098)	(500)	(3,000)	(0)	(5)
Acquisition of treasury shares	(14,124)	(22)	(4)	(12)	(26,007)
Dividends paid	(10,580)	(10,379)	(11,188)	(11,994)	(12,607)
Repayments of lease obligations	(4)	(2,859)	(2,952)	(3,056)	(3,412)
Other	132	(447)	152	159	450
Net cash flows from (used in) financing activities	(28,107)	(12,729)	(16,685)	5,557	(37,220)
IV. Net increase (decrease) in cash and cash equivalents	1,852	22,044	(31,232)	16,432	(26,850)
V. Cash and cash equivalents at the beginning of year	69,283	70,796	91,430	62,888	83,014
VI. Effect of exchange rate changes on cash and cash equivalents	(338)	(1,410)	2,690	3,694	1,739
VII. Cash and cash equivalents at the end of period	70,796	91,430	62,888	83,014	57,903

Other consolidated information

■R&D expenses

(JPY millions)

(FY)	2018	2019	2020	2021	2022	2023 Forecast
Consolidated	23,759	23,341	24,112	26,377	28,297	29,000
Percent of revenue	10.2%	9.7%	9.7%	9.9%	10.1%	10.6%

■Capital expenditures

(JPY millions)

(FY)	2018	2019	2020	2021	2022	2023 Forecast
Consolidated	7,220	8,971	11,281	22,244	21,144	13,000

Note: Excluding the increase in right-of-use assets.

■Depreciation and amortization

(JPY millions)

(FY)	2018	2019	2020	2021	2022	2023 Forecast
Manufacturing cost	1,872	2,144	2,267	2,309	2,342	3,550
Selling, general and administrative expenses	1,478	1,462	1,533	1,654	1,986	2,720
R&D expenses	631	661	604	577	615	690
Consolidated total	3,981	4,267	4,404	4,540	4,943	6,960

Note: Excluding amortization on intangible assets associated with products, long-term advance expense and right-of-use assets.

■Amortization on intangible assets associated with products

(JPY millions)

(FY)	2018	2019	2020	2021	2022	2023 Forecast
Intangible assets (Merck products)	5,808	5,808	5,808	5,740	5,808	5,810
Intangible assets (Eyeavance)	—	—	887	1,899	1,142	—
Intangible assets (PRESERFLO MicroShunt)	—	2,798	2,725	955	1,149	1,100
Intangible assets (Rhopressa/Rocklatan)	—	—	—	—	281	1,120
Intangible assets (Ikervis)	727	684	701	741	798	790
Other	453	608	530	398	340	580
Consolidated total	6,988	9,898	10,650	9,734	9,518	9,400

■Additional detail of statement of financial position

(JPY millions)

(FY)	2018	2019	2020	2021	2022
In-process research and development	55,863	10,319	24,463	40,883	27,633
Investment securities	28,786	29,568	28,988	25,409	25,247
Inventories	35,235	35,282	41,575	37,141	39,352
Notes and accounts receivable	82,173	84,429	93,284	96,314	104,078
Notes and accounts payable*	23,101	21,887	24,258	24,420	25,282

* Including electronically recorded monetary liabilities

■Number of employees

Year ended March 31	2019/3	2020/3	2021/3	2022/3	2023/3
Japan	2,001	1,994	2,004	1,968	1,929
China	753	808	790	787	725
Asia	352	382	396	403	386
EMEA	738	667	690	748	752
Americas	229	257	349	409	352
Consolidated	4,073	4,108	4,229	4,315	4,144

Quarterly consolidated statements of income

■Core basis

(JPY millions)

	FY2021 (Year ended March 31, 2022)					FY2022 (Year ending March 31, 2023)					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Revenue	64,986	63,773	67,042	70,456	266,257	65,533	63,382	70,871	79,251	279,037	273,000
YoY	12.9%	4.0%	6.6%	3.9%	6.7%	0.8%	-0.6%	5.7%	12.5%	4.8%	-2.2%
Cost of sales	-26,924	-25,943	-29,837	-26,967	-109,671	-28,406	-27,496	-29,548	-27,501	-112,950	-111,000
YoY	8.8%	3.9%	13.9%	20.8%	11.7%	5.5%	6.0%	-1.0%	2.0%	3.0%	-1.7%
(Percent of revenue)	41.4%	40.7%	44.5%	38.3%	41.2%	43.3%	43.4%	41.7%	34.7%	40.5%	40.7%
Gross profit	38,062	37,829	37,205	43,489	156,586	37,127	35,886	41,323	51,751	166,087	162,000
YoY	16.0%	4.0%	1.4%	-4.4%	3.4%	-2.5%	-5.1%	11.1%	19.0%	6.1%	-2.5%
(Percent of revenue)	58.6%	59.3%	55.5%	61.7%	58.8%	56.7%	56.6%	58.3%	65.3%	59.5%	59.3%
Operating profit	11,713	12,593	10,247	11,794	46,348	10,600	5,850	10,703	17,088	44,242	46,000
YoY	0.5%	-10.3%	-4.6%	-13.7%	-7.5%	-9.5%	-53.5%	4.4%	44.9%	-4.5%	4.0%
(Percent of revenue)	18.0%	19.7%	15.3%	16.7%	17.4%	16.2%	9.2%	15.1%	21.6%	15.9%	16.8%
Net profit for the period	9,026	9,530	7,309	9,330	35,195	7,744	4,721	8,689	12,081	33,235	34,500
YoY	2.5%	-12.4%	-15.5%	1.3%	-6.3%	-14.2%	-50.5%	18.9%	29.5%	-5.6%	3.8%
(Percent of revenue)	13.9%	14.9%	10.9%	13.2%	13.2%	11.8%	7.4%	12.3%	15.2%	11.9%	12.6%

■IFRS

(JPY millions)

	FY2021					FY2022					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Revenue	64,986	63,773	67,042	70,456	266,257	65,533	63,382	70,871	79,251	279,037	273,000
YoY	12.9%	4.0%	6.6%	3.9%	6.7%	0.8%	-0.6%	5.7%	12.5%	4.8%	-2.2%
Cost of sales	-26,924	-25,943	-29,837	-26,967	-109,671	-28,406	-27,496	-29,548	-27,501	-112,950	-111,000
YoY	8.8%	3.9%	13.9%	20.8%	11.7%	5.5%	6.0%	-1.0%	2.0%	3.0%	-1.7%
(Percent of revenue)	41.4%	40.7%	44.5%	38.3%	41.2%	43.3%	43.4%	41.7%	34.7%	40.5%	40.7%
Gross profit	38,062	37,829	37,205	43,489	156,586	37,127	35,886	41,323	51,751	166,087	162,000
YoY	16.0%	4.0%	1.4%	-4.4%	3.4%	-2.5%	-5.1%	11.1%	19.0%	6.1%	-2.5%
(Percent of revenue)	58.6%	59.3%	55.5%	61.7%	58.8%	56.7%	56.6%	58.3%	65.3%	59.5%	59.3%
SG&A expenses	-20,447	-19,205	-20,671	-24,176	-84,499	-19,427	-22,868	-23,206	-30,756	-96,257	-87,800
YoY	31.5%	8.6%	5.6%	-9.6%	6.2%	-5.0%	19.1%	12.3%	27.2%	13.9%	-8.8%
(Percent of revenue)	31.5%	30.1%	30.8%	34.3%	31.7%	29.6%	36.1%	32.7%	38.8%	34.5%	32.2%
R&D expenses	-6,121	-6,218	-6,464	-7,574	-26,377	-7,099	-7,168	-7,415	-6,616	-28,297	-29,000
YoY	9.0%	12.9%	-1.0%	17.3%	9.4%	16.0%	15.3%	14.7%	-12.7%	7.3%	2.5%
(Percent of revenue)	9.4%	9.7%	9.6%	10.8%	9.9%	10.8%	11.3%	10.5%	8.3%	10.1%	10.6%
Amortization on intangible assets associated with products	-2,421	-2,366	-2,468	-2,479	-9,734	-2,554	-2,611	-2,059	-2,293	-9,518	-9,400
YoY	-1.1%	-2.6%	-13.9%	-14.7%	-8.6%	5.5%	10.4%	-16.5%	-7.5%	-2.2%	-1.2%
(Percent of revenue)	3.7%	3.7%	3.7%	3.5%	3.7%	3.9%	4.1%	2.9%	2.9%	3.4%	3.4%
Other income	120	82	116	724	1,043	332	-72	262	3,001	3,524	600
Other expenses	-39	-473	-143	-478	-1,133	-45	-30,521	-32	-8,030	-38,629	-4,400
Operating profit/loss	9,156	9,650	7,575	9,505	35,886	8,333	-27,354	8,874	7,057	-3,090	32,000
YoY	14.2%	-9.6%	-7.8%	—	194.5%	-9.0%	—	17.1%	-25.8%	—	—
(Percent of revenue)	14.1%	15.1%	11.3%	13.5%	13.5%	12.7%	—	12.5%	8.9%	—	11.7%
Finance income	590	82	540	1,332	2,543	1,385	-140	-250	158	1,153	1,000
Finance expenses	-277	-163	-293	-475	-1,209	-123	-140	-447	-790	-1,499	-800
Share of loss of investments accounted for using equity method	-297	-346	-542	-419	-1,604	-521	-543	-667	-631	-2,362	-2,400
Profit/loss before tax	9,171	9,222	7,280	9,944	35,616	9,074	-28,176	7,509	5,794	-5,799	29,800
YoY	9.7%	-7.7%	-11.7%	—	204.7%	-1.1%	—	3.2%	-41.7%	—	—
(Percent of revenue)	14.1%	14.5%	10.9%	14.1%	13.4%	13.8%	—	10.6%	7.3%	—	10.9%
Income tax expenses	-1,845	-2,294	-2,238	-2,050	-8,427	-2,379	-538	-1,578	-4,689	-9,184	-7,400
Net profit/loss for the period	7,326	6,928	5,042	7,893	27,189	6,695	-28,714	5,931	1,105	-14,983	22,400
YoY	19.6%	-8.5%	-29.3%	—	197.9%	-8.6%	—	17.6%	-86.0%	—	—
(Percent of revenue)	11.3%	10.9%	7.5%	11.2%	10.2%	10.2%	—	8.4%	1.4%	—	8.2%
Owners of the company	7,342	6,965	5,042	7,869	27,218	6,663	-28,704	5,977	1,117	-14,948	22,410
Non-controlling interests	-15	-38	-0	24	-29	32	-10	-46	-12	-35	-10