

# Data File

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FY2017/3 ~ FY2021/3  
First Half

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# Financial Highlights (Full Year)

	FY2017/3 Results	FY2018/3 Results	FY2019/3 Results	FY2020/3 Results	(million yen) FY2021/3 Forecasts
Net sales	227,209	235,921	292,779	443,615	410,000
Gross profit	31,225	32,498	35,546	47,016	-
(Margin)	13.7%	13.8%	12.1%	10.6%	-
SG&A	24,346	24,379	27,976	37,001	-
(SG&A ratio)	10.7%	10.3%	9.6%	8.3%	-
Operating income	6,879	8,119	7,570	10,014	7,500
(Margin)	3.0%	3.4%	2.6%	2.3%	1.8%
Non-operating income/loss (net)	464	621	289	122	-
Ordinary income	7,343	8,740	7,859	10,137	7,500
Extraordinary income/loss(net)	488	559	1,789	-850	-
Profit attributable to owners of parent	6,975	6,490	8,014	5,852	10,000
EPS (Yen)	249.43	236.58	292.07	213.21	364.18
Annual dividend (Yen)	60.00	70.00	80.00	70.00	60.00
Payout ratio (%)	24.1	29.6	27.4	32.8	16.48
Total assets	123,643	128,755	213,761	207,638	-
Capital stock	12,133	12,133	12,133	12,133	-
Shareholders' equity	64,481	69,127	75,272	79,097	-
Net assets	65,932	70,631	84,259	86,250	-
Equity ratio	52.4%	54.8%	35.8%	37.7%	-
Short-term /Long-term loans payable	9,486	8,547	32,538	27,373	-
ROE	10.9%	9.5%	10.9%	7.6%	-

# Financial Highlights (1H 6months)

	FY2017/3 1H Results	FY2018/3 1H Results	FY2019/3 1H Results	FY2020/3 1H Results	(Million Yen) FY2021/3 1H Results
Net sales	109,659	116,582	115,383	230,630	188,859
Gross profit	15,172	16,218	16,023	23,771	21,641
(Margin)	13.8%	13.9%	13.9%	10.3%	11.5%
SG&A	11,959	11,824	12,251	18,531	17,206
(SG&A ratio)	10.9%	10.1%	10.6%	8.0%	9.1%
Operating income	3,212	4,394	3,772	5,239	4,434
(Margin)	2.9%	3.8%	3.3%	2.3%	2.3%
Non-operating income/loss (net)	-167	309	277	306	-96
Ordinary income	3,045	4,703	4,049	5,546	4,338
Extraordinary income/loss(net)	44	209	92	-243	7,787
Profit attributable to owners of parent	3,111	3,516	2,750	3,502	10,772
EPS (Yen)	110.11	128.16	100.25	127.62	392.30
Inferium dividend (Yen)	25.00	30.00	35.00	30.00	30.00
Payout ratio (%)	-	-	-	-	-
Total assets	120,167	127,204	130,811	214,475	209,908
Capital stock	12,133	12,133	12,133	12,133	12,133
Net assets	61,475	69,006	73,247	85,466	96,163
Equity ratio	51.1%	54.2%	55.9%	36.2%	42.1%
Short-term /Long-term loans payable	10,821	9,259	9,271	33,083	37,220
ROE	-	-	-	-	-

# Balance Sheet

	2017/3	2018/3	2019/3	2020/3	(Million Yen) 2020/9
<b>ASSETS</b>					
Current assets	102,343	104,069	182,396	174,331	172,376
Cash and deposits	26,423	30,803	35,003	43,384	35,554
Notes and accounts receivable -trade	52,009	49,841	101,507	91,371	91,864
Inventories	19,325	19,455	40,026	31,908	37,729
Other	4,584	3,969	5,859	7,667	7,228
Non-current assets	22,300	24,685	31,364	33,306	37,532
Property, plant and equipment	11,745	12,210	15,011	17,974	18,915
Intangible assets	841	878	2,206	2,256	2,660
Investments and other assets	9,712	11,595	14,147	13,075	15,957
<b>Total assets</b>	<b>124,643</b>	<b>128,755</b>	<b>213,761</b>	<b>207,638</b>	<b>209,908</b>
<b>LIABILITIES</b>					
Current liabilities	50,242	49,707	121,340	93,655	85,631
Notes and accounts payable -trade	37,553	36,392	77,884	70,188	54,605
Short-term loans payable	4,883	5,385	30,656	6,540	17,041
Other	7,806	7,928	12,799	16,927	13,983
Non-current liabilities	8,468	8,416	8,161	27,732	28,114
Long-term loans payable	4,603	3,161	1,882	20,833	20,179
Other	3,865	5,254	6,278	6,899	7,934
<b>Total liabilities</b>	<b>58,711</b>	<b>58,123</b>	<b>129,501</b>	<b>121,388</b>	<b>113,745</b>
<b>NET ASSETS</b>					
Shareholders' equity	64,481	69,127	75,272	79,097	88,770
Capital stock	12,133	12,133	12,133	12,133	12,133
Capital surplus	13,912	13,853	13,865	13,878	13,878
Retained earnings	40,476	45,183	51,297	55,091	64,764
Treasury shares	-2,040	-2,042	-2,024	-2,005	-2,006
Total accumulated other comprehensive income	1,391	1,428	1,332	-812	-498
Non-controlling interests	59	75	7,654	7,965	7,891
<b>Total net assets</b>	<b>65,932</b>	<b>70,631</b>	<b>84,259</b>	<b>86,250</b>	<b>96,163</b>
<b>Total liabilities and net assets</b>	<b>124,643</b>	<b>128,755</b>	<b>213,761</b>	<b>207,638</b>	<b>209,908</b>

# Financial Highlights by Business Segment (Full Year/1H)

(Million Yen)

		FY2017/3		FY2018/3		FY2019/3		FY2020/3		FY2021/3	
		Results	Composition	Results	Composition	Results	Composition	Results	Composition	Forecasts	Composition
Electronic components	Net sales	171,227	75.4%	172,248	73.0%	225,598	77.1%	377,587	85.1%	—	—
	Segment income	4,917	71.5%	5,312	65.4%	4,761	62.9%	7,503	75.0%	—	—
	Margin	2.9%		3.1%		2.1%		2.0%		—	—
Information equipment	Net sales	42,547	18.7%	47,582	20.2%	44,344	15.1%	43,466	9.8%	—	—
	Segment income	1,491	21.7%	2,202	27.1%	1,906	25.2%	1,707	17.1%	—	—
	Margin	3.5%		4.6%		4.3%		3.9%		—	—
Software	Net sales	3,159	1.4%	2,568	1.1%	2,876	1.0%	2,778	0.6%	—	—
	Segment income	528	7.7%	172	2.1%	247	3.3%	236	2.4%	—	—
	Margin	16.7%		6.7%		8.6%		8.5%		—	—
Others	Net sales	10,274	4.5%	13,522	5.7%	19,959	6.8%	19,781	4.5%	—	—
	Segment income	-212	-3.1%	308	3.8%	490	6.5%	452	4.5%	—	—
	Margin	-2.1%		2.3%		2.5%		2.3%		—	—
Total	Net sales	227,209	100.0%	235,921	100.0%	292,779	100.0%	443,615	100.0%	410,000	100.0%
	Operating income	6,879	100.0%	8,119	100.0%	7,570	100.0%	10,014	100.0%	7,500	100.0%
	Margin	3.0%		3.4%		2.6%		2.3%		1.8%	

		FY2017/3		FY2018/3		FY2019/3		FY2020/3		FY2021/3	
		1H Results	Composition	1H Results	Composition	1H Results	Composition	1H Results	Composition	1H Results	Composition
Electronic components	Net sales	82,784	75.5%	85,918	73.7%	83,455	72.3%	199,818	86.6%	156,887	83.0%
	Segment income	2,366	73.7%	2,893	65.8%	2,474	65.6%	4,238	80.9%	3,083	69.5%
	Margin	2.9%		3.4%		3.0%		2.1%		2.0%	
Information equipment	Net sales	20,524	18.7%	23,446	20.1%	21,143	18.3%	19,968	8.7%	23,192	12.3%
	Segment income	539	16.8%	1,116	25.4%	864	22.9%	618	11.8%	1,160	26.2%
	Margin	2.6%		4.8%		4.1%		3.1%		5.0%	
Software	Net sales	1,442	1.3%	1,142	1.0%	1,404	1.2%	1,332	0.6%	1,274	0.7%
	Segment income	307	9.6%	111	2.5%	143	3.8%	46	0.9%	86	1.9%
	Margin	21.3%		9.7%		10.2%		3.5%		6.8%	
Others	Net sales	4,909	4.5%	6,075	5.2%	9,379	8.1%	9,510	4.1%	7,505	4.0%
	Segment income	-57	-1.8%	198	4.5%	216	5.7%	259	4.9%	36	0.8%
	Margin	-1.2%		3.3%		2.3%		2.7%		0.5%	
Total	Net sales	109,659	100.0%	116,582	100.0%	115,383	100.0%	230,630	100.0%	188,859	100.0%
	Operating income	3,212	100.0%	4,394	100.0%	3,772	100.0%	5,239	100.0%	4,434	100.0%
	Margin	2.9%		3.8%		3.3%		2.3%		2.3%	

【Electronic components】 Development, manufacture and sale of semiconductors, general electronic components and other products, the electronics manufacturing service (EMS), and other activities

【Information equipment】 Sales of PCs, PC peripherals, home electric appliances, photograph and imaging products, original brand products, and other products

【Software】 Production of computer graphics, planning and development of amusement products, and other activities

【Others】 Repair and supports for electronics equipment, manufacture and sales of amusement equipment, and sales of sports goods, and other activities

Note: "Segment income" shows unadjusted figures for each business segment and adjusted figures for the total.

# Net Sales by Product (Full Year/1H)

(Million Yen)

	FY2017/3		FY2018/3		FY2019/3		FY2020/3		FY2021/3		YoY
	Results	Composition	Results	Composition	Results	Composition	Results	Composition	Forecasts	Composition	
Information equipment	48,947	21.5%	53,711	22.8%	51,019	17.4%	51,452	11.6%	—	—	—
EMS	81,867	36.0%	83,848	35.5%	89,481	30.6%	93,340	21.0%	—	—	—
Semiconductors	41,453	18.2%	43,309	18.4%	87,898	30.1%	214,075	48.3%	—	—	—
General electronic	26,917	11.8%	31,938	13.5%	33,811	11.5%	40,826	9.2%	—	—	—
Others	28,024	12.3%	23,114	9.8%	30,568	10.4%	43,920	9.9%	—	—	—
Total	227,209	100.0%	235,921	100.0%	292,779	100.0%	443,615	100.0%	410,000	100.0%	

	FY2017/3		FY2018/3		FY2019/3		FY2020/3		FY2021/3		YoY
	1H Results	Composition	1H Results	Composition	1H Results	Composition	1H Results	Composition	1H Results	Composition	
Information equipment	23,457	21.4%	26,521	22.7%	24,311	21.1%	24,367	10.6%	27,515	14.6%	12.9%
EMS	39,569	36.1%	42,255	36.2%	43,031	37.3%	46,945	20.3%	42,940	22.7%	-8.5%
Semiconductors	20,514	18.7%	21,902	18.8%	18,874	16.4%	115,244	50.0%	66,616	35.3%	-42.2%
General electronic	12,181	11.1%	14,677	12.6%	15,973	13.8%	21,307	9.2%	31,585	16.7%	48.2%
Others	13,936	12.7%	11,226	9.6%	13,192	11.4%	22,764	9.9%	20,201	10.7%	-11.3%
Total	109,659	100.0%	116,582	100.0%	115,383	100.0%	230,630	100.0%	188,859	100.0%	-18.1%

	(Million Yen)					
	FY2017/3	FY2018/3	FY2019/3	FY2020/3	FY2021/3	Percentage
	Results	Results	Results	Results	Forecasts	of net sales
Net sales	227,209	235,921	292,779	443,615	410,000	100.0%
Gross profit	31,225	32,498	35,546	47,016	-	-
SG&A	24,346	24,379	27,976	37,001	-	-
of which) Personnel expenses*	14,632	14,531	16,245	22,021	-	-
Packing and freightage expense	2,278	2,390	2,749	3,528	-	-
R&D expenses	186	81	103	185	-	-
Operating income	6,879	8,119	7,570	10,014	7,500	1.8%
Number of employees	5,216	5,427	6,627	6,731	-	-

\* Personnel expenses : Directors' compensations, Employees' bonuses and salaries, Retirement payments, Legal welfare expenses.

	FY2017/3	FY2018/3	FY2019/3	FY2020/3	FY2021/3	Percentage
	1H Results	1H Results	1H Results	1H Results	1H Results	of net sales
Net sales	109,659	116,582	115,383	230,630	188,859	100.0%
Gross profit	15,172	16,218	16,023	23,771	21,641	11.5%
SG&A	11,959	11,824	12,251	18,531	17,206	9.1%
of which) Personnel expenses*	7,145	6,988	7,023	10,694	10,645	5.6%
Packing and freightage expense	1,113	1,189	1,204	1,908	1,637	0.9%
R&D expenses	117	40	21	106	93	0.0%
Operating income	3,212	4,394	3,772	5,239	4,434	2.3%
Number of employees	4,979	5,198	5,402	6,482	7,041	-

\* Personnel expenses : Directors' compensations, Employees' bonuses and salaries, Retirement payments, Legal welfare expenses.

# Cash Flows

	(Million Yen)				
	FY2017/3	FY2018/3	FY2019/3	FY2020/3	FY2021/3
	Results	Results	Results	Results	1H Results
Cash flows from operating activities	10,746	10,077	-1,547	22,406	-7,017
Cash flows from investing activities	-258	-4,173	-6,860	-3,651	-2,996
Free Cash Flow	10,487	5,904	-8,408	18,754	-10,013
Cash flows from financing activities	-6,118	-2,811	11,684	-7,544	-855
Effect of exchange rate change on cash and cash equivalents	-227	-234	75	-748	-236
Net increase (decrease) in cash and cash equivalents	4,141	2,857	3,352	10,461	-11,105
Cash and cash equivalents at beginning of period	21,879	26,021	28,879	32,231	42,693
Cash and cash equivalents at end of period	26,021	28,879	32,231	42,693	31,588
Capital expenditures/Investment and loans	1,464	4,520	6,712	6,133	125
Depreciation	1,452	1,481	1,740	2,754	1,505

Note: "Capital expenditures/Investment and loans" includes purchase of property, plant and equipment, intangible assets, and investment securities, as well as Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation.