



FACT BOOK 2023

For the Year ended March 31, 2023

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注記事項 Notes

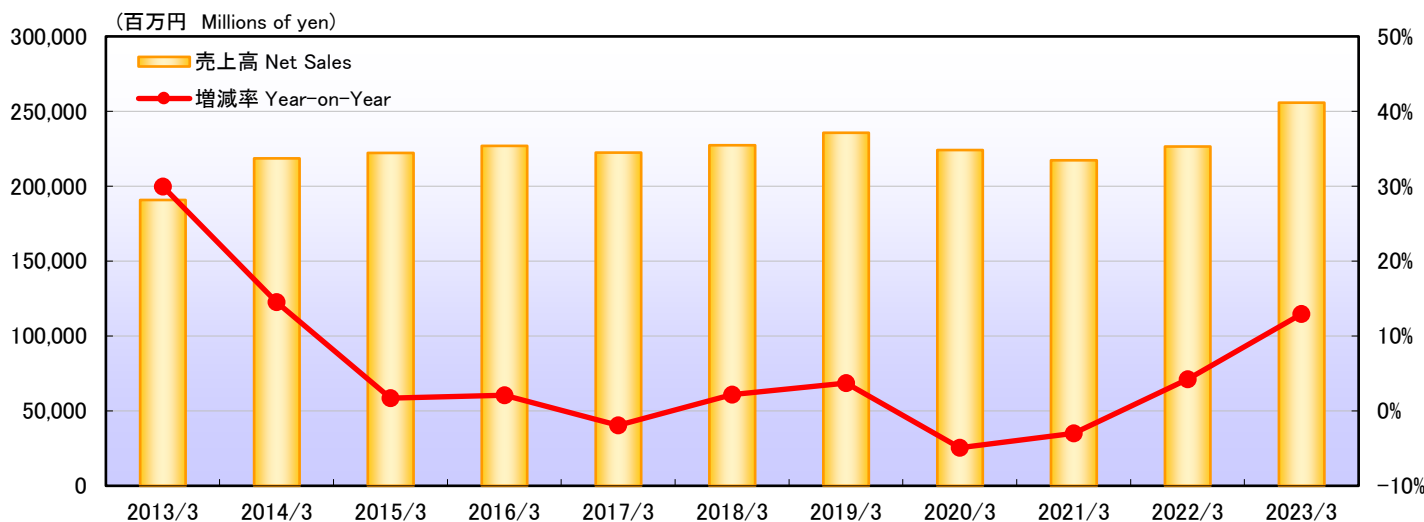
※2016年3月期より、海外現地法人の収益及び費用の換算方法を「期末日レート」から「期中平均レート」に変更しております。この変更は遡及適用され、2015年3月期につきましては、遡及適用後の数値を記載し、対前期及び対前年同期増減率は記載していません。

Revenue and expense accounts of consolidated foreign subsidiaries were previously translated into Japanese yen at the “current exchange rate”. From the first quarter of 2016/3, we have changed the translation method to one using the “average exchange rate” which change has been applied retrospectively. In this FACT BOOK, the financial figures for 2015/3 are based on the “average exchange rate” and, therefore, the percentage changes from 2014/3 are not provided.

※下記については、百万円以下を切り捨てた数値を基に算出しています。
増減率 (P3)、売上高比率 (P3)、売上高経常利益率・当期純利益率 (P4)、売上高研究開発費率 (P5)、売上高売上原価率・販管費率 (P6)、回転率 (P8)、研究開発費投資効率 (P9)、一人当たりの売上高 (P13)、構成比 (P14・P15)

Amounts are rounded down to the nearest million yen for calculating the following items; year-on-year rate (page3), ratios to net sales (page3), ordinary income margin (page4), net income margin (page4), R&D investment ratio (page5), cost of sales ratio to net sales (page6), SG&A expenses ratio to net sales (page6), total assets turnover (page8), current assets turnover (page8), inventory turnover (page8), R&D investment efficiency (page9), net sales per employees (page13), and composition ratios (page14-15).

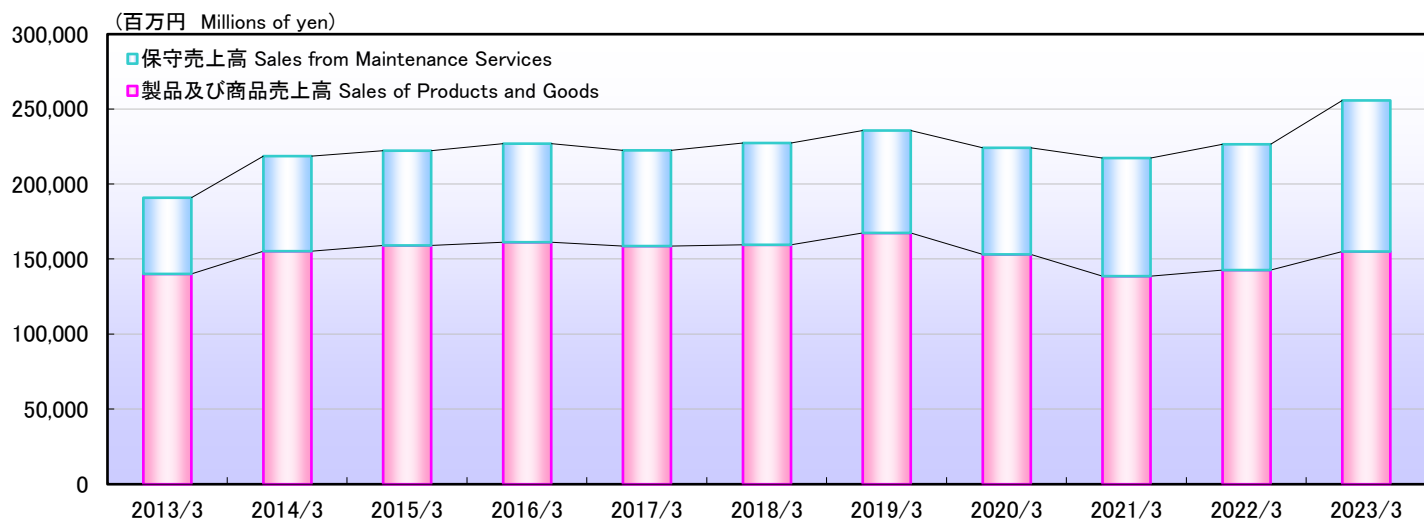
売上高 Net Sales



(百万円 Millions of yen)

決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
売上高 Net Sales	190,938	218,632	222,356	226,952	222,581	227,361	235,762	224,170	217,423	226,562	255,857
増減率 YoY	29.9%	14.5%	1.7%	2.1%	-1.9%	2.1%	3.7%	-4.9%	-3.0%	4.2%	12.9%

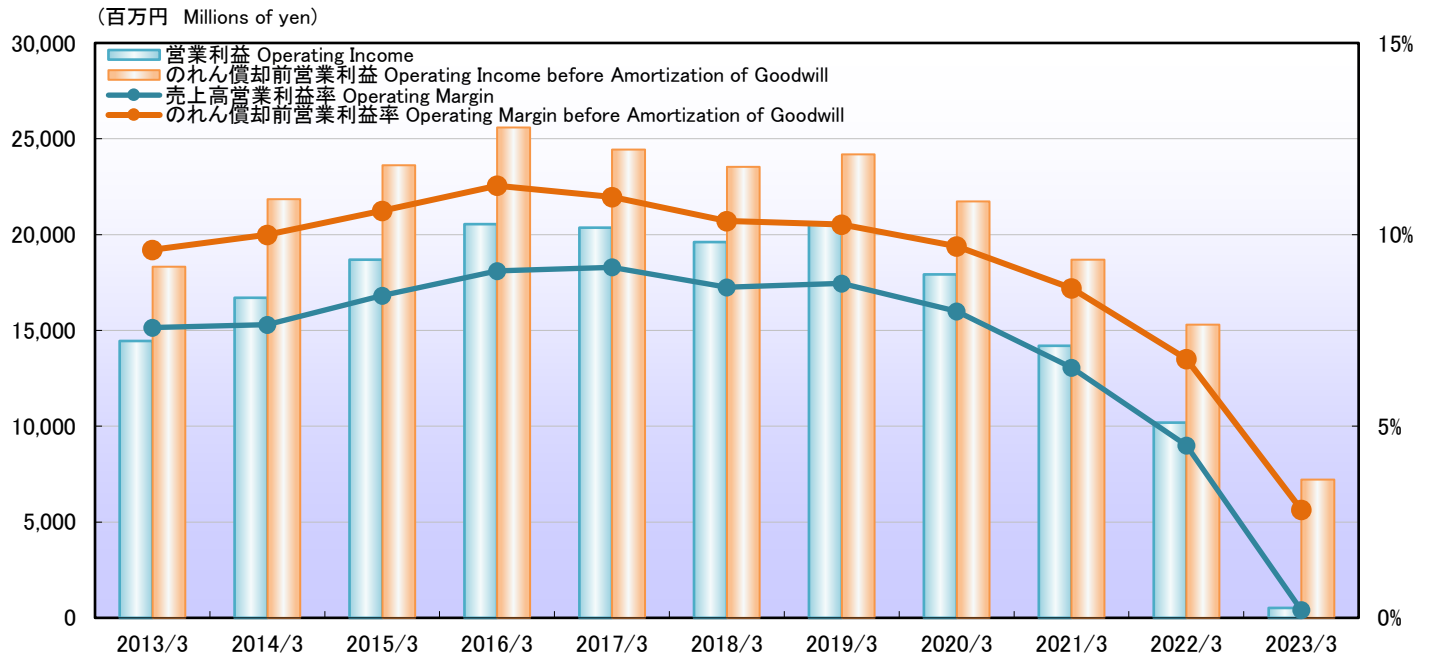
製品及び商品売上高・保守売上高 Sales of Products and Goods/Sales from Maintenance Services



(百万円 Millions of yen)

決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
製品及び商品売上高 Sales of Products and Goods	140,171	155,244	159,150	161,338	158,659	159,683	167,565	153,071	138,748	142,667	155,064
売上高比率 Ratio to Net Sales	73.4%	71.0%	71.6%	71.1%	71.3%	70.2%	71.1%	68.3%	63.8%	63.0%	60.6%
保守売上高 Sales from Maintenance Services	50,766	63,388	63,205	65,613	63,921	67,677	68,197	71,099	78,675	83,894	100,793
売上高比率 Ratio to Net Sales	26.6%	29.0%	28.4%	28.9%	28.7%	29.8%	28.9%	31.7%	36.2%	37.0%	39.4%

営業利益 Operating Income



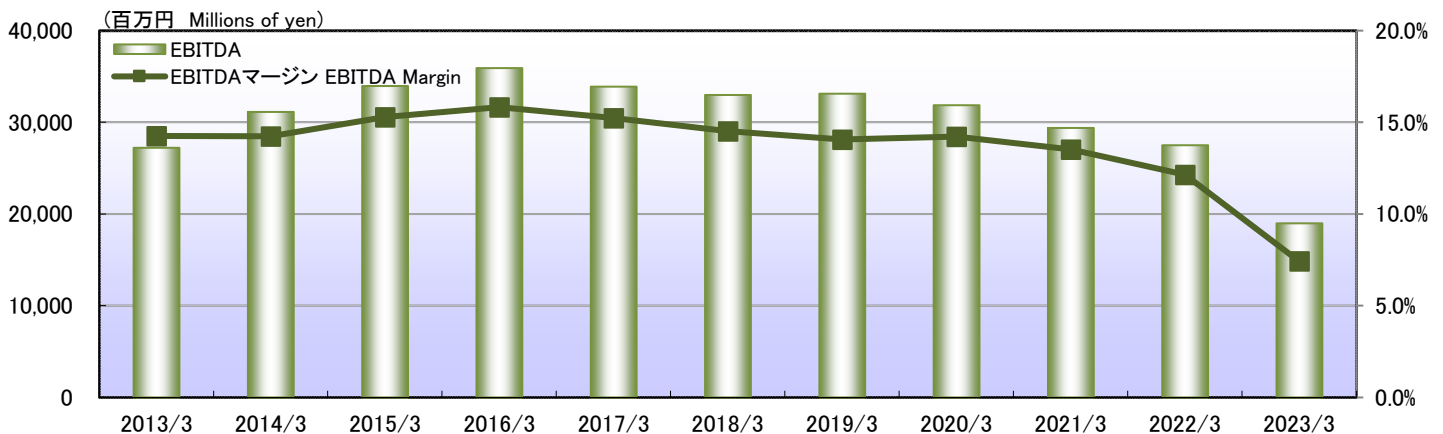
(百万円 Millions of yen)

決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
営業利益 Operating Income	14,458	16,718	18,693	20,552	20,365	19,615	20,576	17,927	14,201	10,195 [※]	522
売上高営業利益率 Operating Margin	7.6%	7.6%	8.4%	9.1%	9.1%	8.6%	8.7%	8.0%	6.5%	4.5%	0.2%
のれん償却前営業利益 Operating Income before Amortization of Goodwill	18,335	21,855	23,631	25,606	24,438	23,538	24,198	21,732	18,704	15,314 [※]	7,225
のれん償却前営業利益率 Operating Margin before Amortization of Goodwill	9.6%	10.0%	10.6%	11.3%	11.0%	10.4%	10.3%	9.7%	8.6%	6.8%	2.8%

※ 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

EBITDA



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
EBITDA ^{※1} EBITDA	27,232	31,137	33,981	35,934	33,907	32,989	33,143	31,865	29,410	27,505	18,988
EBITDA マージン ^{※2} EBITDA Margin	14.3%	14.2%	15.3%	15.8%	15.2%	14.5%	14.1%	14.2%	13.5%	12.1%	7.4%

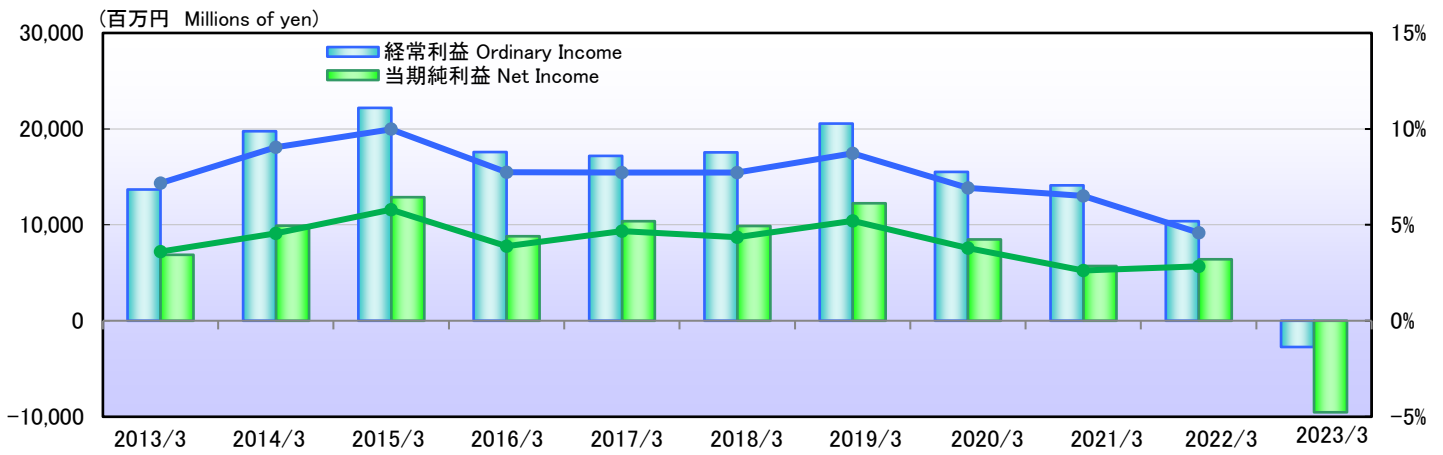
※1 EBITDA=営業利益+減価償却費+のれん償却額

EBITDA = Operating income + Depreciation + Amortization of goodwill

※2 EBITDA マージン=EBITDA/売上高

EBITDA Margin = EBITDA / Net sales

経常利益・当期純利益 Ordinary Income/Net Income



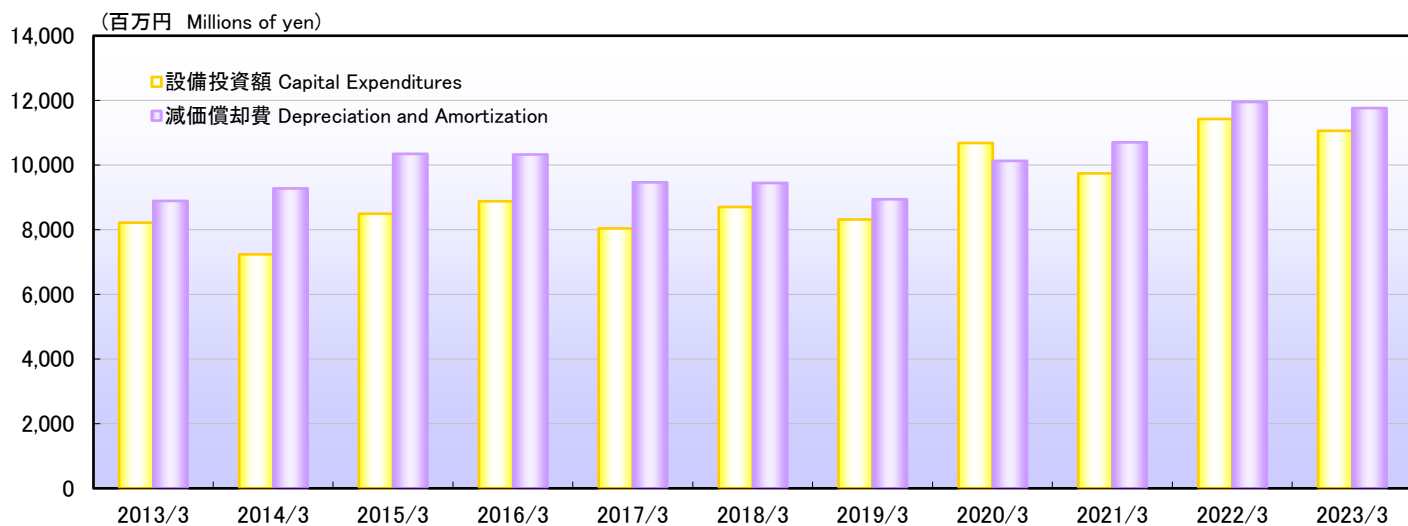
(百万円 Millions of yen)

決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
経常利益 Ordinary Income	13,695	19,764	22,211	17,583	17,205	17,553	20,575	15,514	14,137	10,404 [※]	-2,720
売上高経常利益 Ordinary Income Margin	7.2%	9.0%	10.0%	7.7%	7.7%	7.7%	8.7%	6.9%	6.5%	4.6%	—
親会社株主に帰属する 当期純利益 Net income attributable to owners of parent	6,873	9,939	12,887	8,829	10,382	9,892	12,256	8,486	5,705	6,410 [※]	-9,538
売上高当期純利益率 Net Income Margin	3.6%	4.5%	5.8%	3.9%	4.7%	4.4%	5.2%	3.8%	2.6%	2.8%	—

※ 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

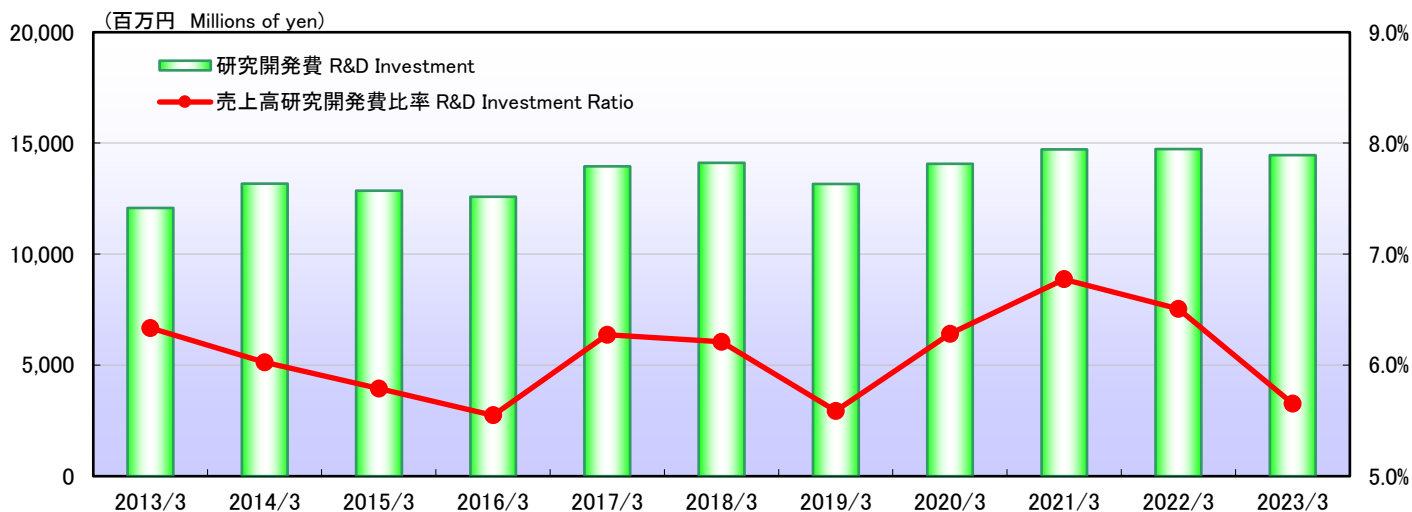
The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

設備投資額・減価償却費 Capital Expenditures/Depreciation and Amortization



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
設備投資額 Capital Expenditures	8,218	7,234	8,499	8,881	8,043	8,706	8,322	10,687	9,739	11,423	11,064
減価償却費 Depreciation and Amortization	8,897	9,281	10,350	10,327	9,469	9,450	8,945	10,133	10,706	11,952	11,762

研究開発費 R&D Investment

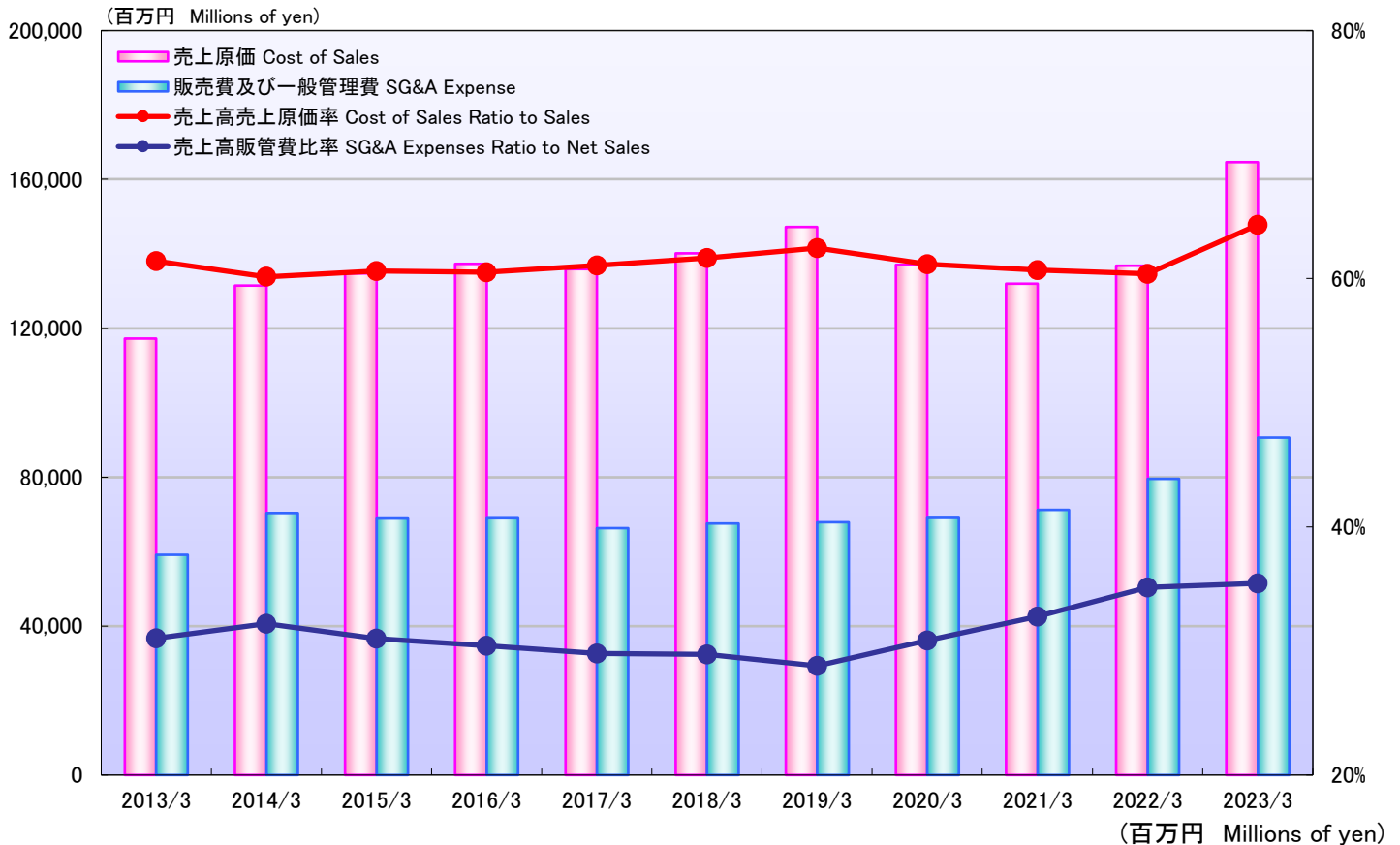


決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
研究開発費※ R&D Investment	12,091	13,174	12,869	12,590	13,965	14,119	13,171	14,082	14,730	14,743	14,466
売上高研究開発費比率 R&D Investment Ratio	6.3%	6.0%	5.8%	5.5%	6.3%	6.2%	5.6%	6.3%	6.8%	6.5%	5.7%

※ 研究開発費の8割以上をグローリー(株)が占めています。

More than 80% of R&D investment are for GLORY LTD.

売上原価、販売費及び一般管理費 Cost of Sales/Selling General and Administrative Expenses

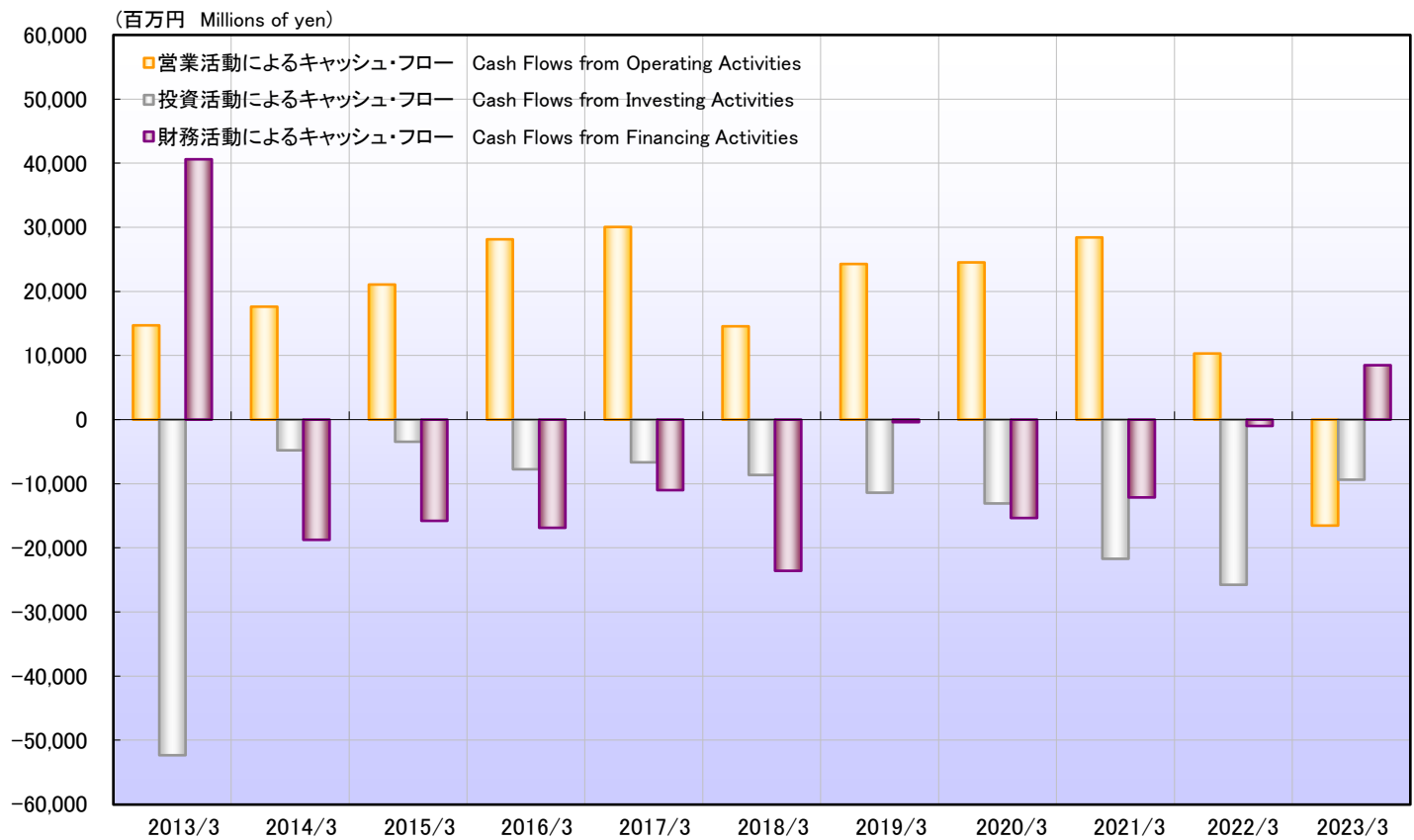


決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
売上原価 Cost of Sales	117,266	131,512	134,757	137,357	135,907	140,174	147,274	137,109	131,962	136,800	164,630
売上高売上原価率 Cost of Sales Ratio to Net Sales	61.4%	60.2%	60.6%	60.5%	61.1%	61.7%	62.5%	61.2%	60.7%	60.4%	64.3%
販売費及び一般管理費 SG&A Expenses	59,213	70,401	68,905	69,042	66,307	67,570	67,912	69,134	71,259	79,566 [※]	90,704
売上高販管費比率 SG&A Expenses Ratio to Net Sales	31.0%	32.2%	31.0%	30.4%	29.8%	29.7%	28.8%	30.8%	32.8%	35.1%	35.5%

※ 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

キャッシュ・フロー Cash Flows



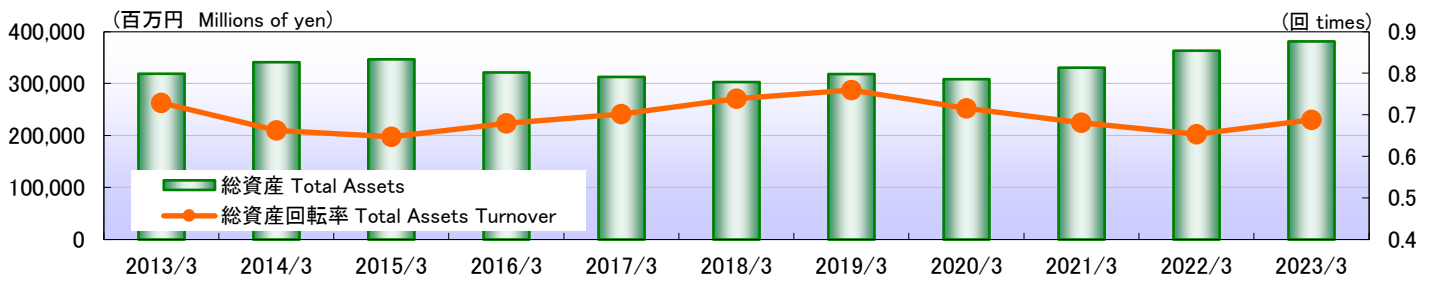
(百万円 Millions of yen)

決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
営業活動による キャッシュ・フロー Cash Flows from Operating Activities	14,704	17,623	21,106	28,142	30,087	14,585	24,300	24,555	28,443	10,315	-16,486
投資活動による キャッシュ・フロー Cash Flows from Investing Activities	-52,336	-4,770	-3,425	-7,714	-6,632	-8,609	-11,388	-13,032	-21,666	-25,739	-9,364
財務活動による キャッシュ・フロー Cash Flows from Financing Activities	40,604	-18,708	-15,749	-16,844	-10,964	-23,574	-361	-15,339	-12,131	-942	8,526

※ 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

総資産回転率 Total Assets Turnover



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
総資産 Total Assets	319,077	340,943	346,613	321,672	312,821	302,825	318,228	308,431	330,608	363,269 ^{※2}	381,273
総資産回転率(回) ^{※1} Total Assets Turnover (Times)	0.73	0.66	0.65	0.68	0.70	0.74	0.76	0.72	0.68	0.65	0.69

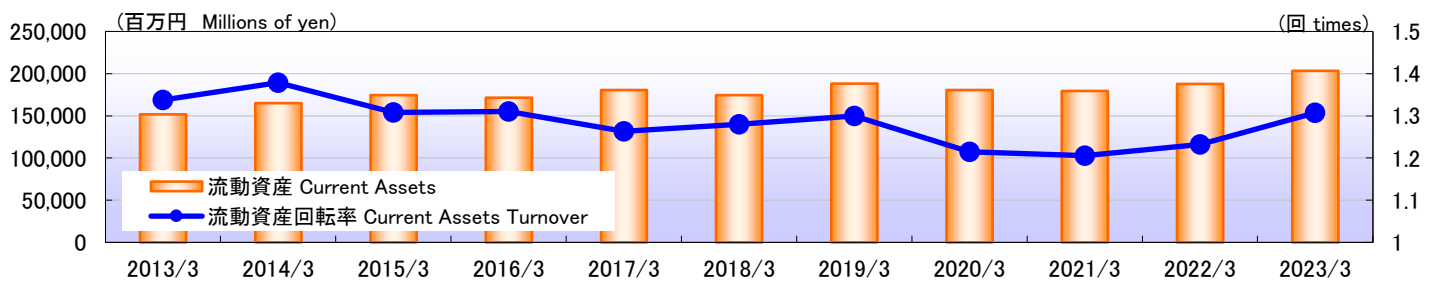
※1 総資産回転率=当期売上高/((前期総資産+当期総資産)/2)

Total Assets Turnover=Net sales / Average of total assets at the beginning and end of the fiscal year

※2 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

流動資産回転率 Current Assets Turnover



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
流動資産 Current Assets	151,870	165,295	174,654	171,811	180,597	174,747	188,143	180,901	179,778	187,960 ^{※2}	203,477
流動資産回転率(回) ^{※1} Current Assets Turnover (Times)	1.34	1.38	1.31	1.31	1.26	1.28	1.30	1.21	1.21	1.23	1.31

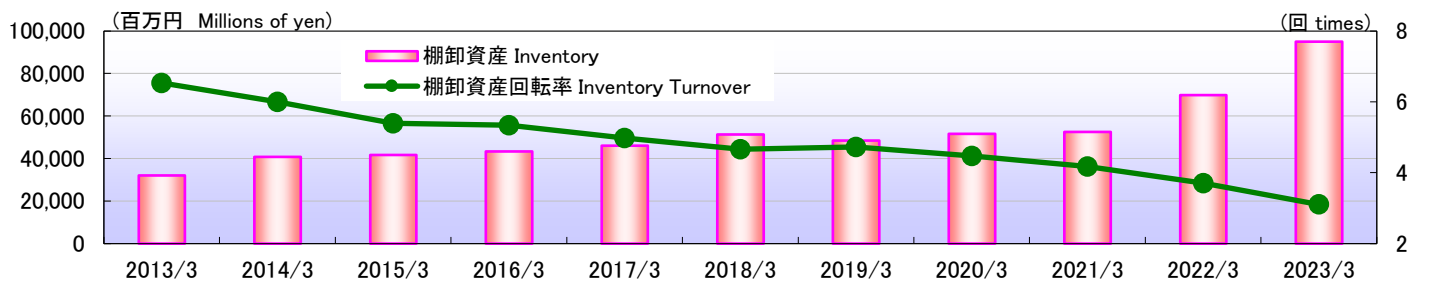
※1 流動資産回転率=当期売上高/((前期流動資産+当期流動資産)/2)

Current Assets Turnover=Net Sales / Average of current assets at the beginning and end of the fiscal year

※2 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

棚卸資産回転率 Inventory Turnover



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
棚卸資産 Inventory	32,073	40,833	41,631	43,370	46,126	51,362	48,526	51,682	52,516	69,914 ^{※2}	94,998
棚卸資産回転率(回) ^{※1} Inventory Turnover (Times)	6.53	6.00	5.39	5.34	4.97	4.66	4.72	4.47	4.17	3.70	3.10

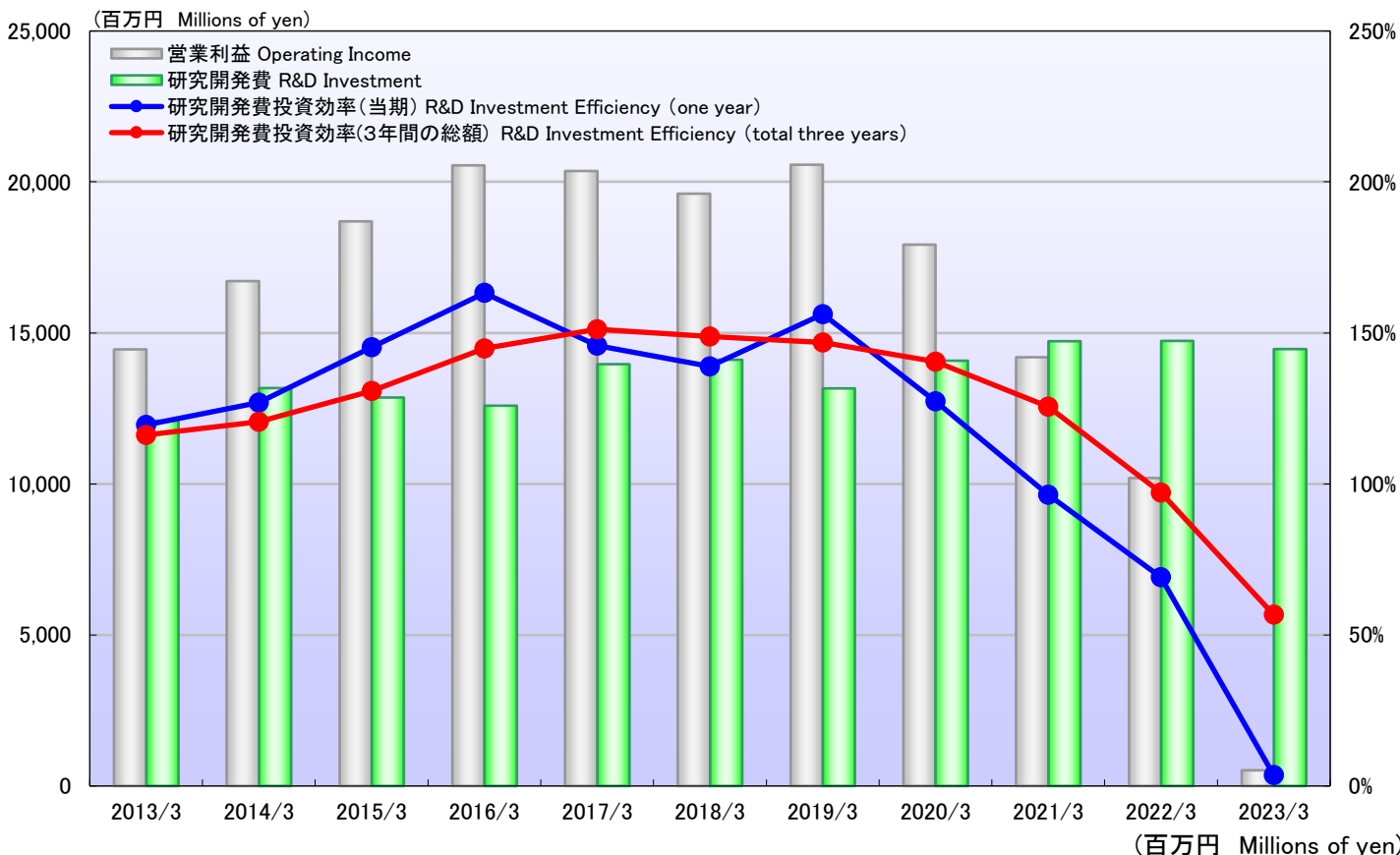
※1 棚卸資産回転率=当期売上高/((前期棚卸資産+当期棚卸資産)/2)

Inventory Turnover=Net Sales / Average of inventory at the beginning and end of the fiscal year

※2 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

研究開発費投資効率 R&D Investment Efficiency



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
営業利益 Operating Income	14,458	16,718	18,693	20,552	20,365	19,615	20,576	17,927	14,201	10,195	522
研究開発費 R&D Investment	12,091	13,174	12,869	12,590	13,965	14,119	13,171	14,082	14,730	14,743	14,466
研究開発費 ^{※1} 投資効率(当期) R&D Investment Efficiency (one year)	119.6%	126.9%	145.3%	163.2%	145.8%	138.9%	156.2%	127.3%	96.4%	69.2%	3.6%
研究開発費 ^{※2} 投資効率(3年間) R&D Investment Efficiency (total three years)	116.2%	120.6%	130.8%	144.9%	151.2%	148.8%	146.8%	140.5%	125.5%	97.2%	56.7%
①	36,055	42,450	49,869	55,963	59,610	60,532	60,556	58,118	52,704	42,323	24,918
②	31,023	35,199	38,134	38,633	39,424	40,674	41,255	41,372	41,983	43,555	43,939

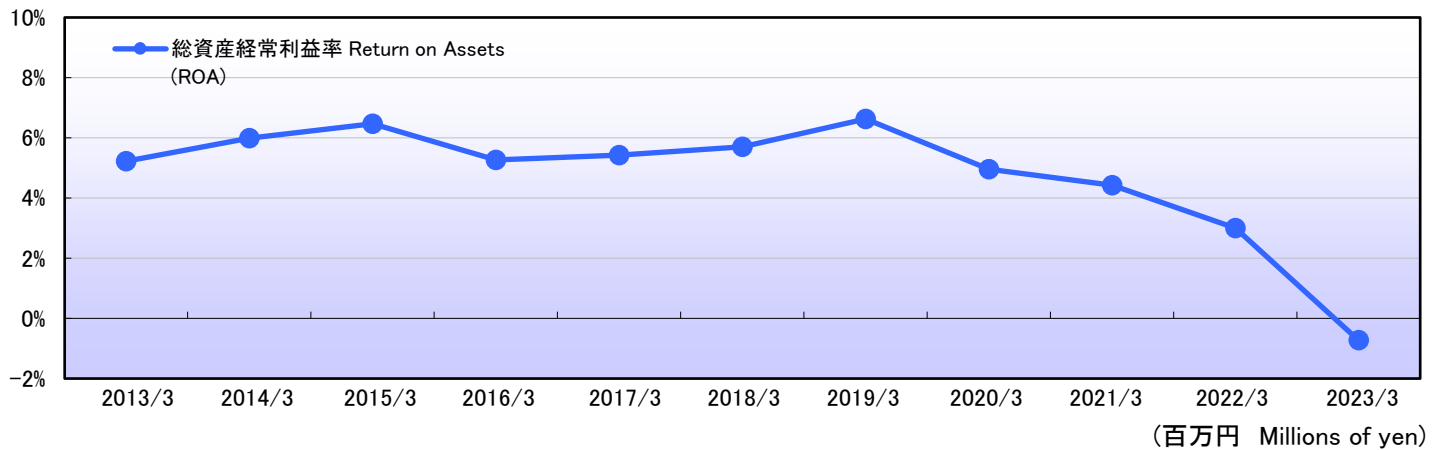
①: 3年間の営業利益総額 Operating Income (total three years) ②: 3年間の研究開発費総額 R&D Investment (total three years)

※1 研究開発費投資効率(当期) = 営業利益 / 研究開発費
 $R\&D\ Investment\ Efficiency\ (one\ year) = Operating\ Income / R\&D\ Expenses$

※2 研究開発費投資効率(3年間の総額) = ①3年間の営業利益総額 / ②3年間の研究開発費総額
 $R\&D\ Investment\ Efficiency\ (Total\ of\ three\ years) = \textcircled{1} Operating\ Income\ (total\ three\ years) / \textcircled{2} R\&D\ Investment\ (total\ three\ years)$

※3 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。
 The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

総資産経常利益率 Return on Assets (ROA)



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
総資産経常利益率 (ROA) ※1 Return on Assets	5.2%	6.0%	6.5%	5.3%	5.4%	5.7%	6.6%	5.0%	4.4%	3.0%	-0.7%
経常利益 Ordinary Income	13,695	19,764	22,211	17,583	17,205	17,553	20,575	15,514	14,137	10,404 ※2	-2,720
総資産 Total Assets	319,077	340,943	346,613	321,672	312,821	302,825	318,228	308,431	330,608	363,269 ※2	381,273

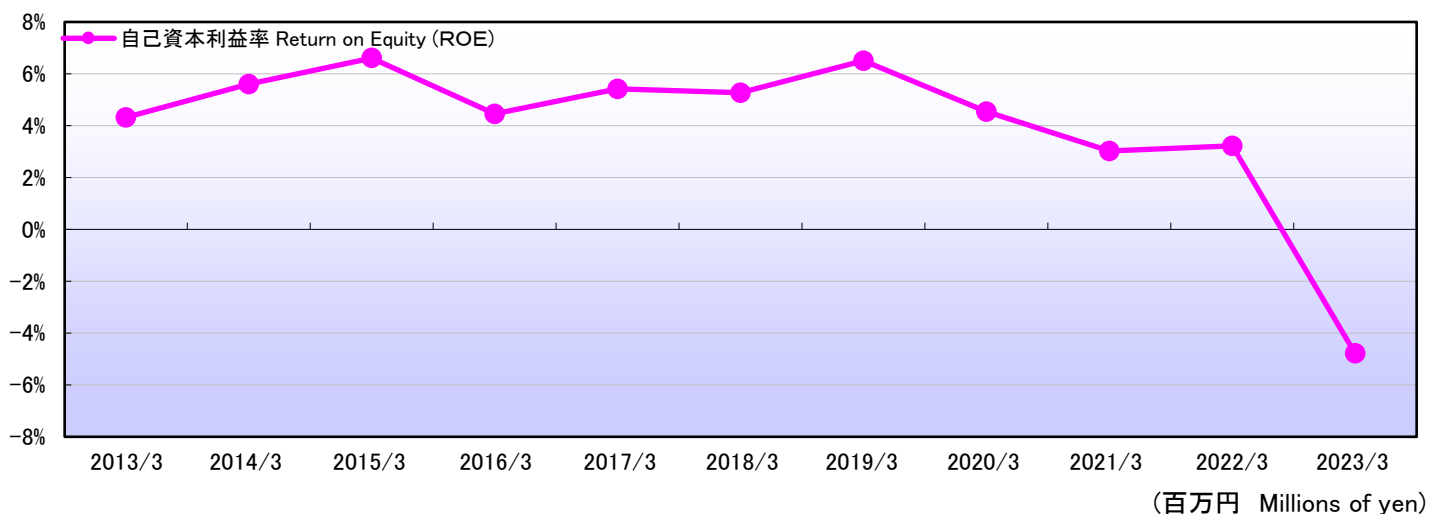
※1 総資産経常利益率 = 当期経常利益 / ((前期総資産 + 当期総資産) / 2)

Return on Assets = Ordinary income / Average of total assets at the beginning and end of the fiscal year

※2 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

自己資本当期純利益率 Return on Equity (ROE)



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
自己資本当期純利益率 (ROE) ※ Return on Equity	4.3%	5.6%	6.6%	4.5%	5.4%	5.3%	6.5%	4.5%	3.0%	3.2%	-4.8%
親会社株主に帰属する 当期純利益 Net income attributable to owners of parent	6,873	9,939	12,887	8,829	10,382	9,892	12,256	8,486	5,705	6,410 ※2	-9,538
自己資本 Ownership Equity	166,664	188,199	201,431	194,840	187,949	187,780	189,238	184,722	193,201	205,318	193,166

※1 自己資本当期純利益率 = 当期純利益 / ((前期自己資本 + 当期自己資本) / 2)

ROE = Net income / Average of ownership equity at the beginning and end of the fiscal year

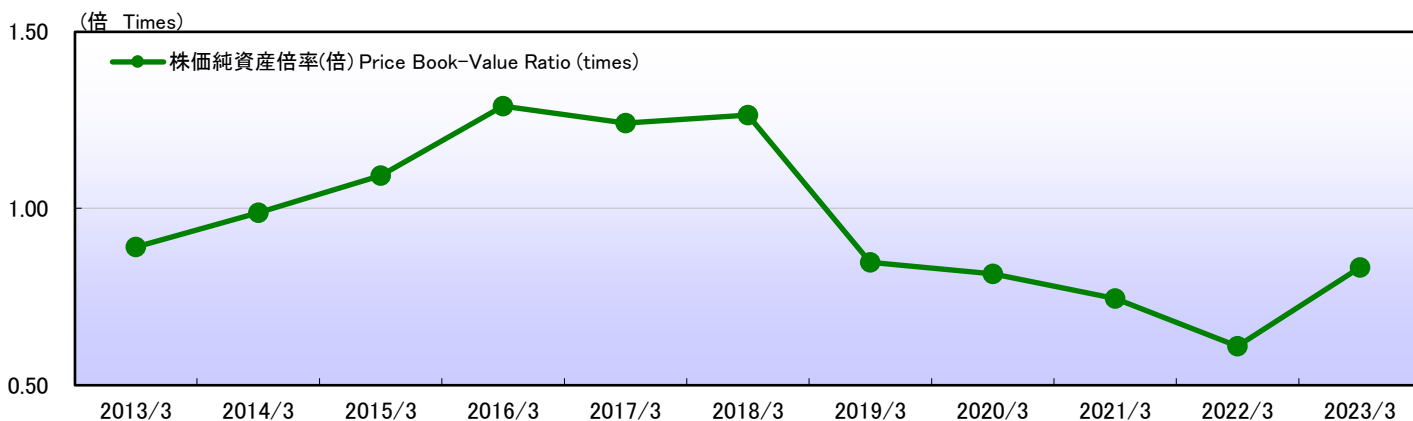
自己資本 = 純資産 - 非支配株主持分

Ownership equity = Net assets - Minority interests

※2 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

株価純資産倍率 Price Book-Value Ratio (PBR)



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
株価純資産倍率(倍) Price Book-Value Ratio (times)	0.89	0.99	1.09	1.29	1.24	1.26	0.85	0.81	0.74	0.61	0.83
株価(円) ※ Stock Price (yen)	2,259	2,829	3,350	3,825	3,650	3,795	2,656	2,490	2,380	2,072	2,895
1株当たり純資産(円) Book-Value per Share (yen) ※3	2,537.23	2,865.09	3,066.53	2,966.22	2,939.78	3,003.62	3,133.54	3,056.75	3,195.82	3,395.33 ※	3,474.76

※1 株価純資産倍率=株価/1株当たり純資産

Price Book-Value Ratio=Stock Price / Book-Value per Share (BPS)

※2 各期の期末株価

Stock price is as of each fiscal year end.

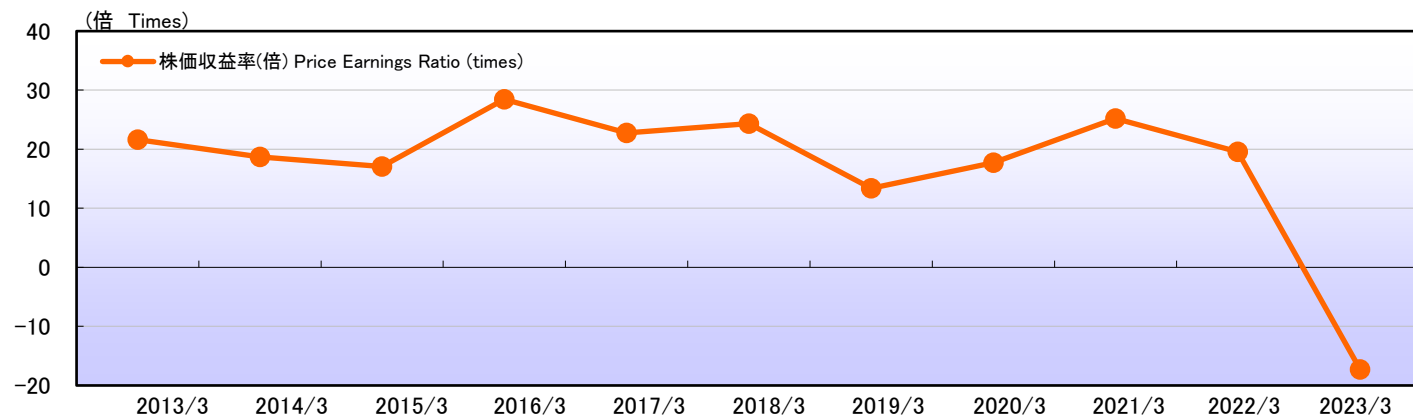
※3 1株当たり純資産=純資産/(期末発行済株式総数-期末自己株式数)

BPS=Net Assets / (Numbers of shares issued at the end of each fiscal year - Number of treasury shares at the end of each fiscal year)

※4 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

株価収益率 Price Earnings Ratio (PER)



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
株価収益率(倍) ※1 Price Earnings Ratio (times)	21.6	18.7	17.1	28.5	22.8	24.3	13.4	17.7	25.2	19.5	-17.3
株価(円) ※2 Stock Price (yen)	2,259	2,829	3,350	3,825	3,650	3,795	2,656	2,490	2,380	2,072	2,895
1株当たり 当期純利益(円) Earnings per Share (yen) ※3	104.64	151.31	196.19	134.38	160.35	155.96	198.71	140.45	94.38	106.02 ※	-167.02

※1 株価収益率=株価/1株当たり当期純利益

PER=Stock Price / Earnings per Share (EPS)

※2 各期の期末株価

Stock price is as of each fiscal year end.

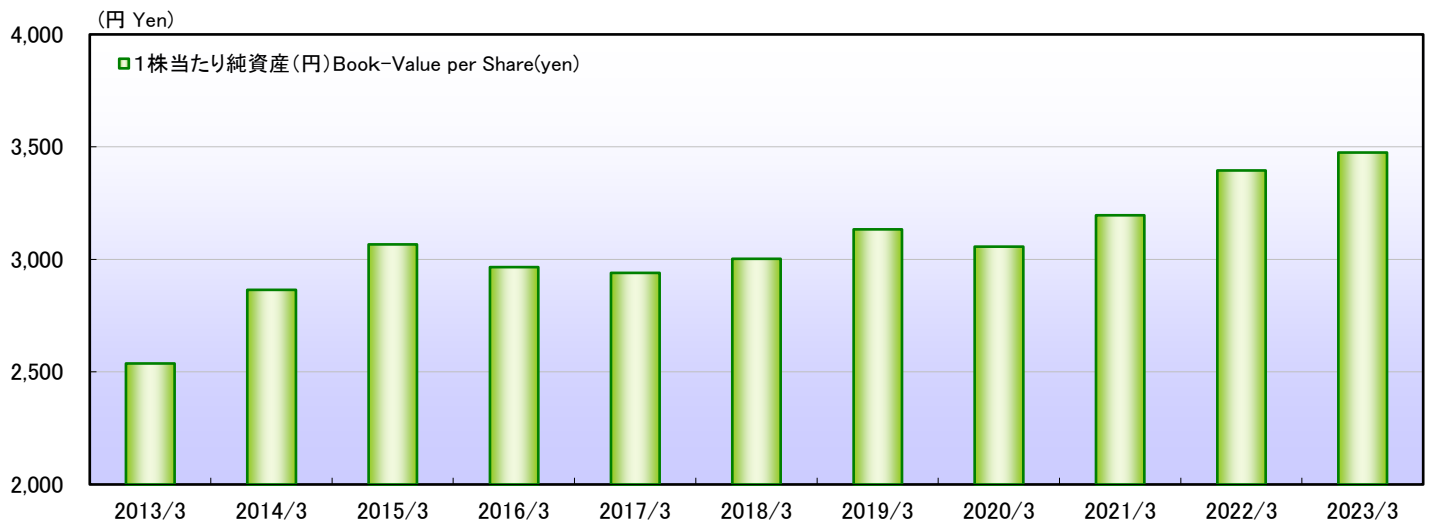
※3 1株当たり当期純利益=当期純利益/期中平均株式数

EPS=Net Income / Average number of shares during each fiscal year

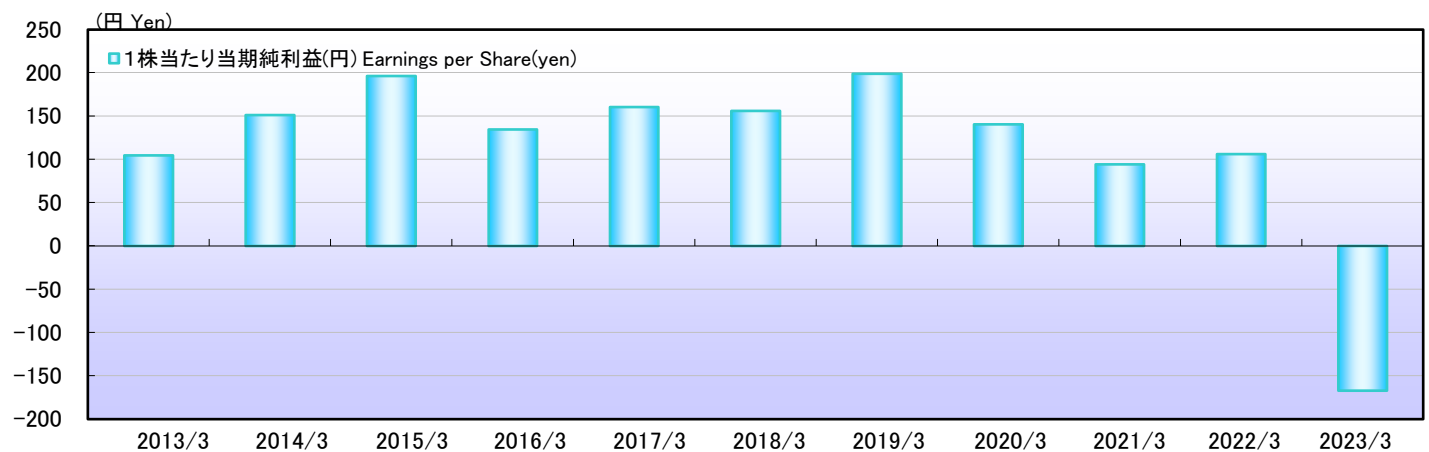
※4 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

一株当たりの純資産 Book-Value per Share (BPS)



一株当たりの当期純利益 Earnings per Share (EPS)



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
1株当たり純資産(円) Book-Value per Share (yen)	2,537.23	2,865.09	3,066.53	2,966.22	2,939.78	3,003.62	3,133.54	3,056.75	3,195.82	3,395.33 ^{※6}	3,474.76
1株当たり当期純利益(円) Earnings per Share (yen)	104.64	151.31	196.19	134.38	160.35	155.96	198.71	140.45	94.38	106.02	-167.02
配当性向(%) ^{※3} Payout Ratio (%)	42.0	32.4	27.5	41.7	37.4	52.6	32.2	47.0	69.9	63.2	—
配当利回り(%) ^{※4} Dividend Yield (%)	1.95	1.73	1.61	1.46	1.64	2.16	2.41	2.65	2.77	3.28	2.35
1株当たり配当額(円) Dividends per Share (yen)	44	49	54	56	60	82	64	66	66	68	68
株主総利回り(%) ^{※5} Total Shareholders Return	-	-	-	-	-	-	71.7	69.0	67.9	61.6	85.0
発行済株式総数(株) Numbers of Shares Issued	68,638,210	68,638,210	68,638,210	68,638,210	68,638,210	68,638,210	68,638,210	63,638,210	63,638,210	63,638,210	58,938,210

※1 1株当たり純資産＝純資産／(期末発行済株式総数-期末自己株式数)

BPS=Net Assets / (Numbers of shares issued at the end of each fiscal year - Number of treasury shares at the end of each fiscal year)

※2 1株当たり当期純利益＝当期純利益／期中平均株式数

EPS=Net Income / Average number of shares during each fiscal year

※3 配当性向＝1株当たり配当額／1株当たり当期純利益

Payout Ratio=Dividends per Share / Earnings per Share

※4 配当利回り＝1株当たり配当額／期末株価

Dividend Yield=Dividends per Share / Stock Price at the end of each fiscal year

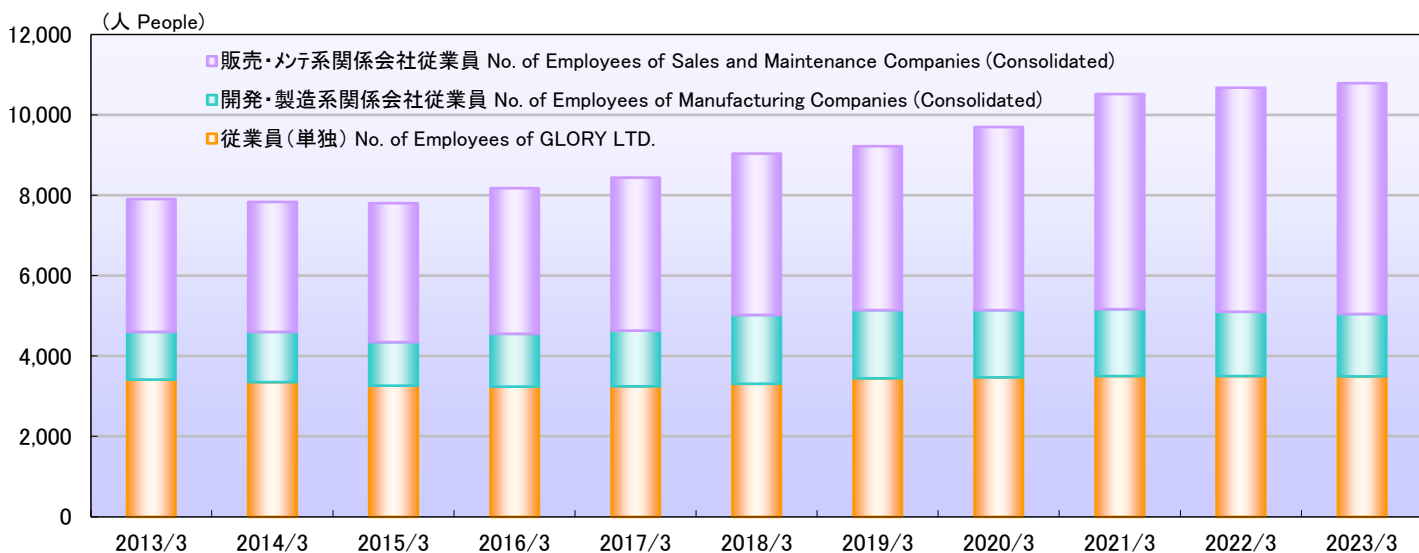
※5 株主総利回り＝(各事業年度末日の株価＋当事業年度の4事業年度前から各事業年度までの1株当たり配当額の累計額)／当事業年度の5事業年度前の末日の株価

Total Shareholders Return=(Stock price on the last day of each business year + cumulative amount of dividends per share from 4 business years before this business year to each business year) / Stock price on the last day of 5 business years before this business year

※6 企業連結に係る暫定的な会計処理の確定内容を反映し、遡及適用後の数値を記載しております。

The Company finalized the provisional accounting treatment for business combinations, and the figures for the year ended March 31, 2022 reflect the details of the finalization.

従業員数 Number of Employees



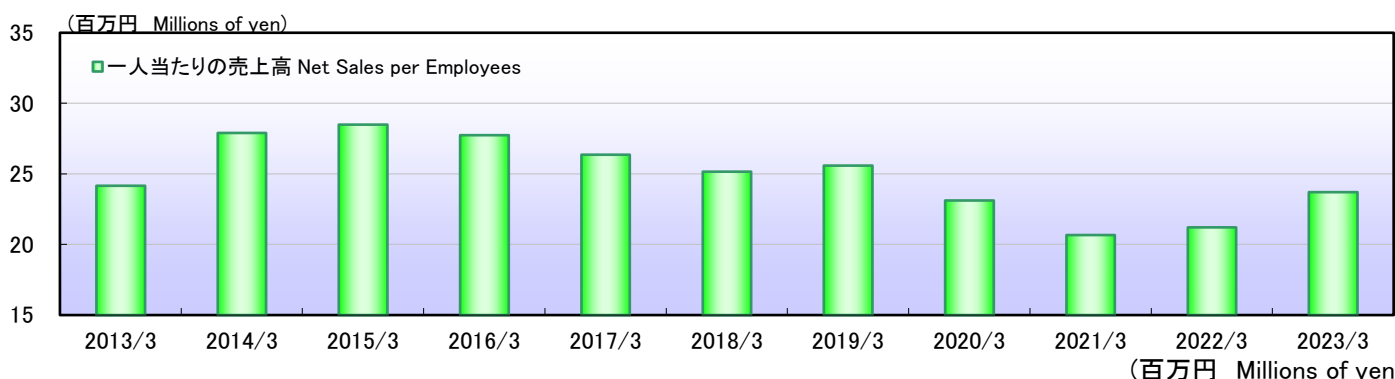
(人 People)

決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
グループ従業員 (連結対象) No. of Employees of Group Companies (Consolidated)	7,903 ^{※1}	7,833	7,802	8,177	8,440	9,040	9,217	9,696	10,520	10,677	10,792
従業員 (単独) No. of Employees of GLORY LTD.	3,412	3,349	3,262	3,244	3,246	3,314	3,447	3,473	3,503	3,506	3,498
開発・製造系関係会社 従業員 No. of Employees of Manufacturing Companies	1,193	1,255	1,083	1,314	1,388	1,709	1,697	1,672	1,661	1,597	1,553
販売・メンテナンス系関係会社 従業員 No. of Employees of Sales and Maintenance Companies	3,298 ^{※1}	3,229	3,457	3,619	3,806	4,017	4,073	4,551	5,356	5,574	5,741

※1 Talaris Topco Limitedを買収したことにより増加しています。

The number of employees increased due to acquisition of Talaris Topco Limited in 2013/3.

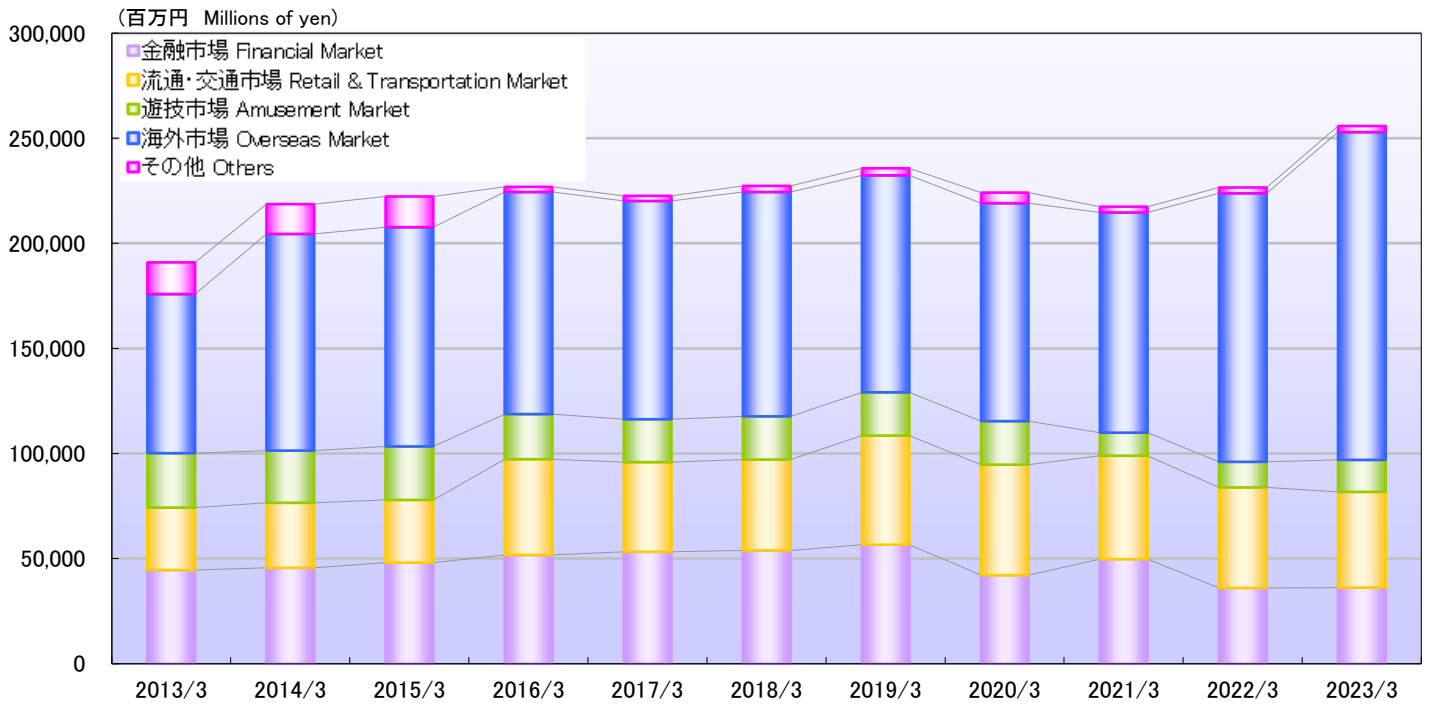
一人当たりの売上高 Net Sales per Employees



(百万円 Millions of yen)

決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
一人当たりの売上高 (連結) Net Sales per Employees (Consolidated)	24	28	28	28	26	25	26	23	21	21	24

セグメント別売上高 Sales by Business Segment



決算期 Fiscal Year	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
金融市場 ^{※1} Financial Market	44,679 23.4%	45,654 20.9%	48,116 21.6%	51,819 22.8%	53,301 23.9%	53,970 23.7%	56,636 24.0%	42,262 18.9%	49,877 22.9%	36,079 15.9%	36,248 14.2%
流通・交通市場 ^{※1} Retail & Transportation Market ^{※3}	29,670 15.5%	31,007 14.2%	29,886 13.4%	45,531 20.1%	42,657 19.2%	43,216 19.0%	51,985 22.0%	52,487 23.4%	49,078 22.6%	47,859 21.1%	45,595 17.8%
遊技市場 Amusement Market	25,845 13.5%	24,811 11.3%	25,432 11.4%	21,506 9.5%	20,434 9.2%	20,570 9.0%	20,511 8.7%	20,753 9.3%	11,020 5.1%	12,131 5.4%	15,139 5.9%
海外市場 ^{※1} Overseas Market	75,688 39.6%	103,002 ^{※2} 47.1%	104,241 46.9%	105,595 46.5%	103,787 46.6%	106,758 47.0%	103,287 43.8%	103,621 46.2%	104,765 48.2%	127,803 56.4%	155,902 60.9%
その他 Others	15,055 7.9%	14,156 6.5%	14,679 6.6%	2,498 1.1%	2,400 1.1%	2,845 1.3%	3,341 1.4%	5,045 2.3%	2,680 1.2%	2,688 1.2%	2,971 1.2%
売上高 Net Sales	190,938 100.0%	218,632 100.0%	222,356 100.0%	226,952 100.0%	222,581 100.0%	227,361 100.0%	235,762 100.0%	224,170 100.0%	217,423 100.0%	226,562 100.0%	255,857 100.0%

※1 2017/3より、以下の通り製品のセグメント分類を変更いたしました。2016/3の実績につきましては、遡及適用後の数値を記載しております。

- 当選金払出ユニット:「その他」→「金融市場」
- たばこ販売機、診療費支払機、社員食堂システム及び自書式投票用紙分類機:「その他」→「流通・交通市場」
From 2017/3, the following products has been reclassified as below:
 - Banknote recycling modules for horse race ticket vending machines: from "Others" to "Financial market"
 - Cigarette vending machines, medical payment kiosks, RFID self-checkout systems for cafeterias, ballot sorters for handwritten ballots: from "Others" to "Retail and transportation market"
 The financial figures for 2016/3 are based on the new segment classification.

パーセントは売上高に対する比率です。

Each percentage shows segment sales ratio to net sales.

※2 Talaris Topco Limitedを買収したことにより増加しています。

The number of employees increased due to acquisition of Talaris Topco Limited in 2013/3.

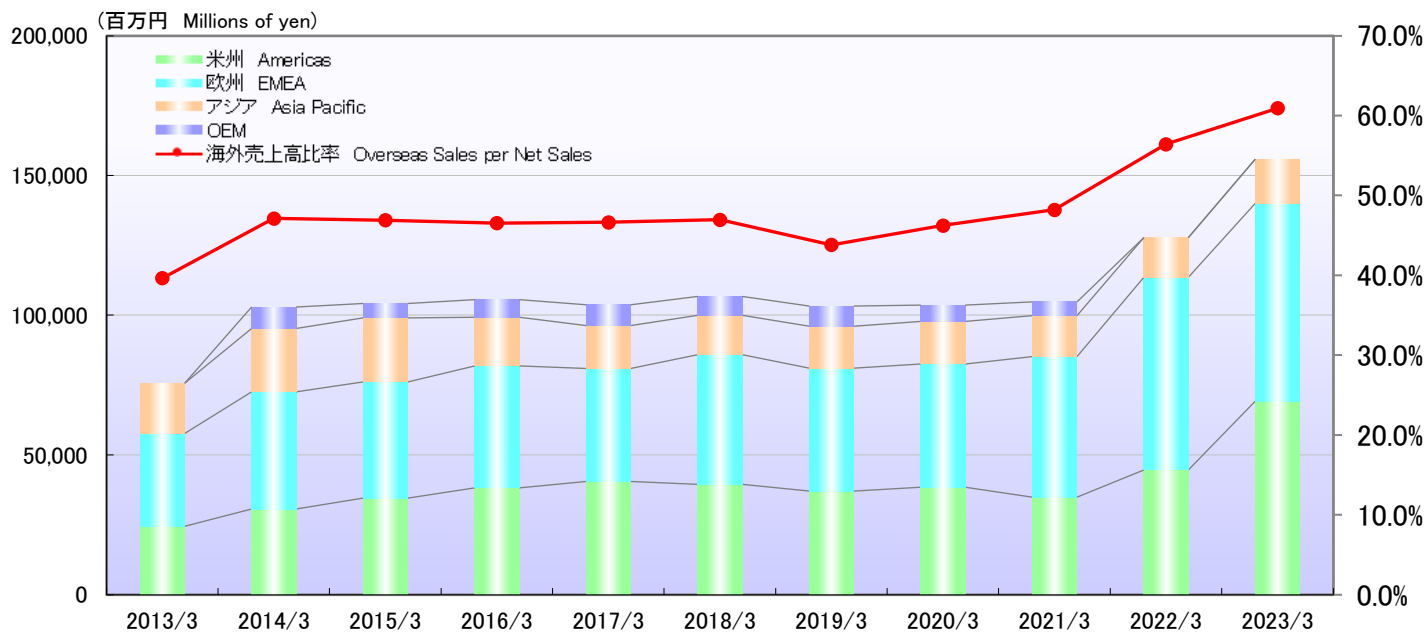
※3 2022/3 第1四半期より事業セグメントを見直したことに伴い、従来「その他」に含めていた生体・画像認識事業及び電子決済関連に資する事業の一部を「流通・交通市場」に、新事業の一部を「海外市場」に区分変更いたしました。2021/3の業績につきましては、遡及適用後の数値を記載しております。

Business segments are based on the re-classification of reportable segments made in the Q1 2021 report as below,

and the figures for FY2020 in this table have been modified accordingly for comparison;

- Part of Biometric/image recognition business and Electronic settlement-related business now included in 'Retail and transportation market' segment.
- Part of New businesses now included in 'Overseas market' segment.

海外売上高 Overseas Sales by Geographical Segment



(百万円 Millions of yen)

決算期 Fiscal Year	※1 ※2 2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	※2 2022/3	※2 2023/3
米州 Americas	24,499 32.4%	30,693 29.8%	34,594 33.2%	38,291 36.3%	40,574 39.1%	39,482 37.0%	37,072 35.9%	38,459 37.1%	34,891 33.3%	44,684 35.0%	69,336 44.5%
欧州 EMEA	33,289 44.0%	41,895 40.7%	41,534 39.8%	43,579 41.3%	40,350 38.9%	46,374 43.4%	43,963 42.6%	44,119 42.6%	50,288 48.0%	68,967 54.0%	70,758 45.4%
アジア Asia Pacific	17,899 23.6%	22,718 22.1%	22,990 22.1%	17,468 16.5%	15,339 14.8%	14,106 13.2%	15,098 14.6%	15,267 14.7%	14,730 14.1%	14,151 11.1%	15,806 10.1%
OEM OEM	- -	7,695 7.5%	5,123 4.9%	6,258 5.9%	7,524 7.2%	6,796 6.4%	7,155 6.9%	5,775 5.6%	4,854 4.6%	- -	- -
海外売上高(合計) Overseas Sales (total)	75,688 100.0%	103,002 100.0%	104,241 100.0%	105,595 100.0%	103,787 100.0%	106,758 100.0%	103,287 100.0%	103,621 100.0%	104,765 100.0%	127,803 100.0%	155,902 100.0%
海外売上高比率 Overseas Sales per Net Sales	39.6%	47.1%	46.9%	46.5%	46.6%	47.0%	43.8%	46.2%	48.2%	56.4%	60.9%
国内売上高 Domestic Sales	115,250	115,630	118,115	121,357	118,794	120,603	132,475	120,549	112,658	98,759	99,955

パーセントは海外売上高に対する比率です。
Each percentage shows sales per overseas sales.

※1 Talaris Topco Limitedを買収したことにより増加しています。
The number of employees increased due to acquisition of Talaris Topco Limited in 2013/3.

※2 OEMの売上高は、米州、欧州、アジアの各売上高に含まれております。
Each geographical sales includes sales to OEM customers.