

Units : ¥ mn

【Consolidated】

* Figures in () are % of sales.

| | 2Q FY3/25 Actual (from April 1, 2024 to September 30, 2024) | 2Q FY3/24 Actual (from April 1, 2023 to September 30, 2023) | YoY | FY3/25 Forecast (from April 1, 2024 to March 31, 2025) | FY3/24 Actual (from April 1, 2023 to March 31, 2024) | YoY |
|---|---|---|-------------------|--|--|------------------|
| | Amount | Amount | Amount (%) | Amount | Amount | Amount (%) |
| Net sales | 18,887 | 16,447 | 2,439 (14.8%) | 38,395 | 35,080 | 3,315 (9.4%) |
| Gross profit | 11,343 (60.1%) | 9,936 (60.4%) | 1,406 (14.2%) | 23,081 (60.1%) | 20,995 (59.8%) | 2,086 (9.9%) |
| SG&A expenses | 8,301 (44.0%) | 7,781 (47.3%) | 519 (6.7%) | 17,787 (46.3%) | 16,286 (46.4%) | 1,501 (9.2%) |
| Operating income | 3,042 (16.1%) | 2,155 (13.1%) | 887 (41.2%) | 5,293 (13.8%) | 4,709 (13.4%) | 584 (12.4%) |
| Capital investment (including intangible and leased assets) | 545 | 505 | 39 | 2,981 | 1,282 | 1,699 |
| Depreciation expenses (Tangible, intangible and leased assets) | 485 | 538 | -53 (-9.9%) | 1,105 | 1,168 | -63 (-5.4%) |
| R&D expenses (SG&A expenses) | 978 (5.2%) | 961 (5.8%) | 17 (1.9%) | 2,167 (5.6%) | 1,927 (5.5%) | 239 (12.4%) |
| Employees at period end | 1,412 | 1,349 | 63 | | 1,369 | |

【Non-Consolidated】

| | 2Q FY3/25 Actual (from April 1, 2024 to September 30, 2024) | 2Q FY3/24 Actual (from April 1, 2023 to September 30, 2023) | YoY | FY3/25 Forecast (from April 1, 2024 to March 31, 2025) | FY3/24 Actual (from April 1, 2023 to March 31, 2024) | YoY |
|---|---|---|-------------------|--|--|-------------------|
| | Amount | Amount | Amount (%) | Amount | Amount | Amount (%) |
| Net sales | 11,423 | 10,159 | 1,263 (12.4%) | 22,918 | 21,273 | 1,644 (7.7%) |
| Gross profit | 5,560 (48.7%) | 4,830 (47.5%) | 730 (15.1%) | 10,727 (46.8%) | 10,118 (47.6%) | 609 (6.0%) |
| SG&A expenses | 4,153 (36.4%) | 4,168 (41.0%) | -14 (-0.3%) | 9,053 (39.5%) | 8,436 (39.7%) | 617 (7.3%) |
| Operating income | 1,407 (12.3%) | 661 (6.5%) | 745 (112.6%) | 1,673 (7.3%) | 1,681 (7.9%) | -7 (-0.5%) |
| Capital investment (including intangible and leased assets) | 296 | 250 | 46 | 1,627 | 567 | 1,059 |
| Depreciation expenses (Tangible, intangible and leased assets) | 209 | 268 | -58 (-21.9%) | 458 | 563 | -105 (-18.7%) |
| R&D expenses (SG&A expenses) | 851 (7.5%) | 852 (8.4%) | -1 (-0.2%) | 1,870 (8.2%) | 1,735 (8.2%) | 135 (7.8%) |
| Net financial balance | 2,299 | 2,157 | 141 (6.5%) | 2,359 | 2,246 | 112 (5.0%) |
| Employees at period end | 516 | 495 | 21 | | 499 | |

[Sales<Japan & Overseas>]

[2Q FY3/25 Actual]

| Japan & Overseas Business & Product Category | | Japan | | | Overseas | | | | Total | | |
|---|--|--------|-------------------|-------|----------|-------------------|-------|----------------------|--------|-------------------|-------|
| | | Amount | Composition ratio | YoY | Amount | Composition ratio | YoY | Overseas sales ratio | Amount | Composition ratio | YoY |
| | | ¥ mn | % | % | ¥ mn | % | % | % | ¥ mn | % | % |
| Artificial Teeth Products | | 712 | 9.3 | 0.4 | 2,801 | 24.9 | 8.1 | 79.7 | 3,513 | 18.6 | 6.4 |
| Abrasive Products | | 1,012 | 13.2 | 3.6 | 1,786 | 15.9 | 13.7 | 63.8 | 2,799 | 14.8 | 9.8 |
| Metal Products | | 75 | 1.0 | -11.5 | - | -- | -- | 0.0 | 75 | 0.4 | -11.5 |
| Chemical Products | | 1,885 | 24.6 | 27.1 | 4,322 | 38.5 | 28.5 | 69.6 | 6,207 | 32.9 | 28.1 |
| Cements Products | | 566 | 7.4 | 11.0 | 1,136 | 10.1 | 27.1 | 66.8 | 1,703 | 9.0 | 21.3 |
| Machinery, Equipment & Other Products | | 2,694 | 35.2 | 7.8 | 723 | 6.4 | 36.7 | 21.2 | 3,418 | 18.1 | 12.9 |
| Dental Business | | 6,946 | 90.8 | 10.9 | 10,770 | 95.9 | 20.3 | 60.8 | 17,717 | 93.8 | 16.5 |
| Nail Care Business | | 659 | 8.6 | -2.7 | 463 | 4.1 | -10.9 | 41.3 | 1,122 | 5.9 | -6.3 |
| Other Businesses (Industrial rubber abrasives) | | 47 | 0.6 | 31.7 | - | -- | -- | 0.0 | 47 | 0.2 | 31.7 |
| Total | | 7,653 | 100.0 | 9.7 | 11,233 | 100.0 | 18.6 | 59.5 | 18,887 | 100.0 | 14.8 |
| Impact of exchange fluctuations (YoY) | | 0 | | | 779 | | | | 779 | | |
| Currency neutral basis (excluding impact of exchange fluctuation) | | 7,653 | | | 10,453 | | | | 18,107 | | |
| | | | | | 10.4 | | | | 57.7 | | |
| | | | | | | | | | 10.1 | | |

[2Q FY3/24 Actual]

| Japan & Overseas Business & Product Category | | Japan | | | Overseas | | | | Total | | |
|---|--|--------|-------------------|-------|----------|-------------------|------|----------------------|--------|-------------------|-------|
| | | Amount | Composition ratio | YoY | Amount | Composition ratio | YoY | Overseas sales ratio | Amount | Composition ratio | YoY |
| | | ¥ mn | % | % | ¥ mn | % | % | % | ¥ mn | % | % |
| Artificial Teeth Products | | 709 | 10.2 | -0.7 | 2,591 | 27.4 | 12.7 | 78.5 | 3,301 | 20.1 | 9.5 |
| Abrasive Products | | 976 | 14.0 | 0.7 | 1,572 | 16.6 | 1.1 | 61.7 | 2,548 | 15.5 | 1.0 |
| Metal Products | | 85 | 1.2 | -13.6 | - | -- | -- | 0.0 | 85 | 0.5 | -13.6 |
| Chemical Products | | 1,483 | 21.3 | -2.8 | 3,363 | 35.5 | 18.3 | 69.4 | 4,846 | 29.5 | 10.9 |
| Cements Products | | 510 | 7.3 | 1.8 | 894 | 9.4 | 4.8 | 63.7 | 1,404 | 8.5 | 3.7 |
| Machinery, Equipment & Other Products | | 2,498 | 35.8 | -10.1 | 529 | 5.6 | 3.9 | 17.5 | 3,028 | 18.4 | -8.0 |
| Dental Business | | 6,263 | 89.8 | -5.0 | 8,950 | 94.5 | 11.0 | 58.8 | 15,214 | 92.5 | 3.8 |
| Nail Care Business | | 677 | 9.7 | 8.3 | 519 | 5.5 | 1.9 | 43.4 | 1,197 | 7.3 | 5.4 |
| Other Businesses (Industrial rubber abrasives) | | 35 | 0.5 | -18.4 | - | -- | -- | 0.0 | 35 | 0.2 | -18.4 |
| Total | | 6,977 | 100.0 | -3.9 | 9,470 | 100.0 | 10.5 | 57.6 | 16,447 | 100.0 | 3.9 |
| Impact of exchange fluctuations (YoY) | | 0 | | | 545 | | | | 546 | | |
| Currency neutral basis (excluding impact of exchange fluctuation) | | 6,976 | | | 8,924 | | | | 15,901 | | |
| | | | | | 4.1 | | | | 56.1 | | |
| | | | | | | | | | 0.4 | | |

[2Q FY3/23 Actual]

| Japan & Overseas Business & Product Category | | Japan | | | Overseas | | | | Total | | |
|---|--|--------|-------------------|-------|----------|-------------------|--------|----------------------|--------|-------------------|-------|
| | | Amount | Composition ratio | YoY | Amount | Composition ratio | YoY | Overseas sales ratio | Amount | Composition ratio | YoY |
| | | ¥ mn | % | % | ¥ mn | % | % | % | ¥ mn | % | % |
| Artificial Teeth Products | | 714 | 9.8 | 10.4 | 2,299 | 26.8 | 22.0 | 76.3 | 3,014 | 19.0 | 19.1 |
| Abrasive Products | | 969 | 13.3 | 3.2 | 1,554 | 18.1 | 14.2 | 61.6 | 2,523 | 15.9 | 9.7 |
| Metal Products | | 98 | 1.3 | -11.2 | - | -- | -100.0 | 0.0 | 98 | 0.6 | -11.2 |
| Chemical Products | | 1,526 | 21.0 | -0.3 | 2,843 | 33.2 | 26.1 | 65.1 | 4,370 | 27.6 | 15.4 |
| Cements Products | | 501 | 6.9 | 1.8 | 853 | 10.0 | 21.8 | 63.0 | 1,354 | 8.6 | 13.5 |
| Machinery, Equipment & Other Products | | 2,780 | 38.3 | 25.2 | 509 | 5.9 | -17.8 | 15.5 | 3,289 | 20.8 | 15.8 |
| Dental Business | | 6,590 | 90.8 | 10.9 | 8,061 | 94.0 | 18.2 | 55.0 | 14,651 | 92.5 | 14.8 |
| Nail Care Business | | 626 | 8.6 | -2.9 | 510 | 6.0 | 23.3 | 44.9 | 1,136 | 7.2 | 7.3 |
| Other Businesses (Industrial rubber abrasives) | | 44 | 0.6 | -0.9 | - | -- | -- | 0.0 | 44 | 0.3 | -0.9 |
| Total | | 7,260 | 100.0 | 9.5 | 8,571 | 100.0 | 18.5 | 54.1 | 15,831 | 100.0 | 14.2 |
| Impact of exchange fluctuations (YoY) | | 0 | | | 931 | | | | 931 | | |
| Currency neutral basis (excluding impact of exchange fluctuation) | | 7,260 | | | 7,639 | | | | 14,900 | | |
| | | | | | 5.6 | | | | 51.3 | | |
| | | | | | | | | | 7.4 | | |

[Overseas Sales (by region)]

[2Q FY3/25 Actual]

| Japan & Overseas Business & Product Category | | North & Latin America | | Europe | | China | | Asia ex-China & Oceania | |
|--|--|-----------------------|-------|--------|-------|--------|-------|-------------------------|------|
| | | Amount | YoY | Amount | YoY | Amount | YoY | Amount | YoY |
| | | ¥ mn | % | ¥ mn | % | ¥ mn | % | ¥ mn | % |
| Artificial Teeth Products | | 97 | 65.6 | 1,348 | 12.9 | 845 | -2.9 | 510 | 8.9 |
| Abrasive Products | | 952 | 21.4 | 483 | 5.8 | 131 | 14.7 | 218 | 1.5 |
| Metal Products | | - | -- | - | -- | - | -- | - | -- |
| Chemical Products | | 1,120 | 22.3 | 1,346 | 9.6 | 1,384 | 63.6 | 470 | 26.6 |
| Cements Products | | 69 | 15.3 | 295 | 17.5 | 414 | 10.0 | 357 | 73.7 |
| Machinery, Equipment & Other Products | | 161 | 131.2 | 426 | 26.0 | 16 | -4.1 | 120 | 14.7 |
| Dental Business | | 2,402 | 27.1 | 3,899 | 12.4 | 2,791 | 25.5 | 1,676 | 22.8 |
| Nail Care Business | | 91 | -23.5 | 0 | -36.6 | 3 | -60.2 | 367 | -5.9 |
| Other Businesses (Industrial rubber abrasives) | | - | -- | - | -- | - | -- | - | -- |
| Total | | 2,493 | 24.1 | 3,900 | 12.4 | 2,795 | 25.1 | 2,044 | 16.4 |
| Impact of exchange fluctuations (YoY) | | 174 | | 290 | | 210 | | 103 | |
| Currency neutral basis (excluding impact of exchange fluctuation) | | 2,319 | 15.4 | 3,609 | 4.0 | 2,584 | 15.7 | 1,941 | 10.5 |

[2Q FY3/24 Actual]

| Japan & Overseas Business & Product Category | | North & Latin America | | Europe | | China | | Asia ex-China & Oceania | |
|--|--|-----------------------|-------|--------|------|--------|-------|-------------------------|-------|
| | | Amount | YoY | Amount | YoY | Amount | YoY | Amount | YoY |
| | | ¥ mn | % | ¥ mn | % | ¥ mn | % | ¥ mn | % |
| Artificial Teeth Products | | 58 | -1.0 | 1,193 | 13.5 | 870 | 16.7 | 468 | 5.9 |
| Abrasive Products | | 784 | -4.9 | 457 | 11.2 | 114 | 22.4 | 215 | -4.0 |
| Metal Products | | - | -- | - | -- | - | -- | - | -- |
| Chemical Products | | 916 | 10.4 | 1,229 | 28.5 | 846 | 25.9 | 371 | -3.5 |
| Cements Products | | 60 | -17.8 | 251 | 2.2 | 376 | 18.5 | 206 | -4.8 |
| Machinery, Equipment & Other Products | | 69 | -59.7 | 338 | 14.7 | 16 | -25.4 | 104 | 445.2 |
| Dental Business | | 1,890 | -3.6 | 3,469 | 17.2 | 2,224 | 20.1 | 1,365 | 6.1 |
| Nail Care Business | | 119 | -16.3 | 0 | 1.2 | 8 | -25.3 | 390 | 10.1 |
| Other Businesses (Industrial rubber abrasives) | | 0 | -- | 0 | -- | 0 | -- | 0 | -- |
| Total | | 2,010 | -4.5 | 3,469 | 17.2 | 2,233 | 19.9 | 1,756 | 7.0 |
| Impact of exchange fluctuations (YoY) | | 112 | | 328 | | 55 | | 49 | |
| Currency neutral basis (excluding impact of exchange fluctuation) | | 1,897 | -9.8 | 3,141 | 6.1 | 2,177 | 16.8 | 1,707 | 4.0 |

[2Q FY3/23 Actual]

| Japan & Overseas Business & Product Category | | North & Latin America | | Europe | | China | | Asia ex-China & Oceania | |
|--|--|-----------------------|------|--------|--------|--------|-------|-------------------------|------|
| | | Amount | YoY | Amount | YoY | Amount | YoY | Amount | YoY |
| | | ¥ mn | % | ¥ mn | % | ¥ mn | % | ¥ mn | % |
| Artificial Teeth Products | | 59 | 6.5 | 1,052 | 19.3 | 746 | 7.6 | 442 | 74.1 |
| Abrasive Products | | 825 | 14.9 | 411 | 9.4 | 93 | -11.2 | 224 | 39.0 |
| Metal Products | | - | -- | - | -100.0 | - | -- | - | -- |
| Chemical Products | | 829 | 21.6 | 956 | 6.1 | 672 | 50.6 | 384 | 71.4 |
| Cements Products | | 73 | 27.6 | 245 | 12.2 | 317 | 11.3 | 216 | 56.1 |
| Machinery, Equipment & Other Products | | 173 | 32.8 | 294 | -33.8 | 22 | -20.8 | 19 | 17.1 |
| Dental Business | | 1,961 | 19.3 | 2,960 | 4.8 | 1,851 | 18.8 | 1,287 | 61.9 |
| Nail Care Business | | 143 | 4.9 | 0 | 93.0 | 11 | -49.1 | 354 | 39.6 |
| Other Businesses (Industrial rubber abrasives) | | 0 | -- | 0 | -- | 0 | -- | 0 | -- |
| Total | | 2,104 | 18.2 | 2,960 | 4.8 | 1,863 | 17.8 | 1,642 | 56.5 |
| Impact of exchange fluctuations (YoY) | | 358 | | 168 | | 229 | | 175 | |
| Currency neutral basis (excluding impact of exchange fluctuation) | | 1,746 | -1.9 | 2,792 | -1.1 | 1,634 | 3.3 | 1,466 | 39.8 |