

Units : ¥ mn

【Consolidated】

* Figures in () are % of sales.

	1Q FY3/25 Actual (from April 1, 2024 to June 30, 2024)	1Q FY3/24 Actual (from April 1, 2023 to June 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	9,457	8,265	1,192 (14.4%)	38,395	35,080	3,315 (9.4%)
Gross profit	5,690 (60.2%)	4,942 (59.8%)	748 (15.2%)	23,081 (60.1%)	20,995 (59.8%)	2,086 (9.9%)
SG&A expenses	4,140 (43.8%)	3,797 (45.9%)	342 (9.0%)	17,787 (46.3%)	16,286 (46.4%)	1,501 (9.2%)
Operating income	1,550 (16.4%)	1,144 (13.9%)	405 (35.5%)	5,293 (13.8%)	4,709 (13.4%)	584 (12.4%)
Capital investment (including intangible and leased assets)	226	199	27	2,981	1,282	1,699
Depreciation expenses (Tangible, intangible and leased assets)	233	255	-22 (-8.7%)	1,105	1,168	-63 (-5.4%)
R&D expenses (SG&A expenses)	471 (5.0%)	437 (5.3%)	33 (7.8%)	2,167 (5.6%)	1,927 (5.5%)	239 (12.4%)
Employees at period end	1,396	1,345	51		1,369	

【Non-Consolidated】

	1Q FY3/25 Actual (from April 1, 2024 to June 30, 2024)	1Q FY3/24 Actual (from April 1, 2023 to June 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	5,802	5,064	738 (14.6%)	22,918	21,273	1,644 (7.7%)
Gross profit	2,823 (48.6%)	2,419 (47.8%)	403 (16.7%)	10,727 (46.8%)	10,118 (47.6%)	609 (6.0%)
SG&A expenses	2,047 (35.3%)	2,004 (39.6%)	43 (2.1%)	9,053 (39.5%)	8,436 (39.7%)	617 (7.3%)
Operating income	775 (13.4%)	414 (8.2%)	360 (86.9%)	1,673 (7.3%)	1,681 (7.9%)	-7 (-0.5%)
Capital investment (including intangible and leased assets)	81	109	-28	1,627	567	1,059
Depreciation expenses (Tangible, intangible and leased assets)	101	130	-28 (-21.8%)	458	563	-105 (-18.7%)
R&D expenses (SG&A expenses)	409 (7.1%)	383 (7.6%)	25 (6.8%)	1,870 (8.2%)	1,735 (8.2%)	135 (7.8%)
Net financial balance	2,282	2,148	133 (6.2%)	2,359	2,246	112 (5.0%)
Employees at period end	513	496	17		499	

[Sales<Japan & Overseas>]

[1Q 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		360	9.6	2.4	1,411	24.7	2.9	79.6	1,771	18.7	2.8
Abrasive Products		507	13.6	5.3	887	15.5	13.3	63.6	1,394	14.7	10.3
Metal Products		38	1.0	-20.7	-	--	--	0.0	38	0.4	-20.7
Chemical Products		889	23.8	17.0	2,190	38.3	33.0	71.1	3,079	32.6	27.9
Cements Products		290	7.8	13.2	595	10.4	23.9	67.2	885	9.4	20.2
Machinery, Equipment & Other Products		1,301	34.8	4.7	390	6.8	80.7	23.1	1,692	17.9	16.0
Dental Business		3,387	90.6	7.8	5,475	95.7	21.7	61.8	8,862	93.7	16.0
Nail Care Business		327	8.7	-6.0	244	4.3	-6.1	42.7	572	6.0	-6.1
Other Businesses (Industrial rubber abrasives)		23	0.6	38.6	-	--	--	0.0	23	0.2	38.6
Total		3,738	100.0	6.6	5,719	100.0	20.2	60.5	9,457	100.0	14.4
Impact of exchange fluctuations (YoY)		0			538				538		
Currency neutral basis (excluding impact of exchange fluctuation)		3,738		6.6	5,180		8.9	58.1	8,918		7.9

[1Q 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		352	10.0	-1.9	1,371	28.8	10.0	79.6	1,723	20.8	7.3
Abrasive Products		481	13.7	-1.9	782	16.4	-2.2	61.9	1,264	15.3	-2.1
Metal Products		48	1.4	-17.6	-	--	--	0.0	48	0.6	-17.6
Chemical Products		760	21.7	-0.7	1,647	34.6	13.1	68.4	2,407	29.1	8.4
Cements Products		256	7.3	2.1	480	10.1	7.6	65.2	736	8.9	5.6
Machinery, Equipment & Other Products		1,243	35.4	-10.4	216	4.5	-17.6	14.8	1,459	17.7	-11.5
Dental Business		3,141	89.6	-5.1	4,497	94.5	6.8	58.9	7,639	92.4	1.5
Nail Care Business		348	9.9	16.6	260	5.5	2.8	42.7	609	7.4	10.3
Other Businesses (Industrial rubber abrasives)		16	0.5	-20.5	-	--	--	0.0	16	0.2	-20.5
Total		3,507	100.0	-3.4	4,757	100.0	6.6	57.6	8,265	100.0	2.1
Impact of exchange fluctuations (YoY)		0			281				281		
Currency neutral basis (excluding impact of exchange fluctuation)		3,506		-3.5	4,476		0.3	56.1	7,983		-1.4

[1Q 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		358	9.9	11.8	1,246	27.9	32.4	77.6	1,605	19.8	27.2
Abrasive Products		491	13.5	6.2	800	17.9	19.8	62.0	1,291	15.9	14.3
Metal Products		58	1.6	5.4	-	--	-100.0	0.0	58	0.7	5.3
Chemical Products		765	21.1	-2.5	1,455	32.6	28.7	65.5	2,221	27.4	15.9
Cements Products		251	6.9	-0.9	446	10.0	27.0	64.0	697	8.6	15.3
Machinery, Equipment & Other Products		1,387	38.2	29.4	262	5.9	-30.4	15.9	1,649	20.4	13.8
Dental Business		3,311	91.2	12.3	4,211	94.3	21.4	56.0	7,523	92.9	17.2
Nail Care Business		299	8.2	-6.3	253	5.7	21.2	45.8	552	6.8	4.6
Other Businesses (Industrial rubber abrasives)		21	0.6	-8.9	-	--	--	0.0	21	0.3	-8.9
Total		3,632	100.0	10.3	4,465	100.0	21.4	55.1	8,097	100.0	16.2
Impact of exchange fluctuations (YoY)		0			418				418		
Currency neutral basis (excluding impact of exchange fluctuation)		3,632		10.3	4,046		10.0	52.7	7,678		10.2

[Overseas Sales (by region)]

[1Q 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		45	57.3	729	10.4	428	0.3	207	-18.3
Abrasive Products		474	18.9	248	13.2	43	-10.0	120	4.2
Metal Products		-	--	-	--	-	--	-	--
Chemical Products		563	22.2	695	14.2	653	76.8	278	34.2
Cements Products		32	3.2	138	15.8	211	4.3	212	68.5
Machinery, Equipment & Other Products		96	485.1	233	32.1	6	-19.0	54	264.9
Dental Business		1,212	29.4	2,046	14.5	1,343	27.2	873	21.6
Nail Care Business		44	-25.7	0	336.5	1	-63.5	197	1.4
Other Businesses (Industrial rubber abrasives)		-	--	-	--	-	--	-	--
Total		1,257	26.0	2,046	14.5	1,345	26.7	1,070	17.3
Impact of exchange fluctuations (YoY)		145		222		79		91	
Currency neutral basis (excluding impact of exchange fluctuation)		1,111	11.5	1,823	2.1	1,266	19.3	979	7.3

[1Q 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		28	-1.0	660	15.2	427	-2.1	254	22.3
Abrasive Products		398	-6.0	219	6.8	48	-6.5	115	-2.2
Metal Products		-	--	-	--	-	--	-	--
Chemical Products		461	10.1	609	23.1	369	13.9	207	-4.7
Cements Products		31	-8.5	119	4.8	202	8.1	126	14.8
Machinery, Equipment & Other Products		16	-80.3	176	10.6	8	-31.4	14	112.8
Dental Business		937	-5.4	1,786	15.4	1,056	4.4	717	8.7
Nail Care Business		59	-21.1	0	-85.3	5	-42.2	194	16.3
Other Businesses (Industrial rubber abrasives)		0	--	0	--	0	--	0	--
Total		997	-6.5	1,786	15.3	1,061	4.0	912	10.3
Impact of exchange fluctuations (YoY)		64		140		49		26	
Currency neutral basis (excluding impact of exchange fluctuation)		932	-12.6	1,646	6.3	1,012	-0.9	885	7.0

[1Q 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		29	20.2	573	30.5	436	22.8	207	69.4
Abrasive Products		424	16.8	205	3.9	51	35.0	118	73.6
Metal Products		-	--	-	-100.0	-	--	-	--
Chemical Products		418	25.5	495	4.3	324	60.1	217	80.5
Cements Products		34	15.4	114	8.3	187	42.6	109	30.1
Machinery, Equipment & Other Products		83	25.7	159	-45.4	12	8.4	7	-3.3
Dental Business		991	21.2	1,548	2.5	1,011	36.9	660	63.9
Nail Care Business		75	3.3	0	93.0	9	-31.5	167	37.7
Other Businesses (Industrial rubber abrasives)		0	--	0	--	0	--	0	--
Total		1,067	19.7	1,548	2.6	1,021	35.7	827	57.8
Impact of exchange fluctuations (YoY)		154		73		116		73	
Currency neutral basis (excluding impact of exchange fluctuation)		912	2.3	1,475	-2.3	904	20.3	754	43.8