

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》 1

## Consolidated

| Industry                                     | No. of Cos. | Net Sales<br>(Operating Revenues) |                                |                   | Operating Income |                                |          | Ordinary Profits<br>(Income from continuing operations<br>before extraordinary items and income tax) |                                |                |
|----------------------------------------------|-------------|-----------------------------------|--------------------------------|-------------------|------------------|--------------------------------|----------|------------------------------------------------------------------------------------------------------|--------------------------------|----------------|
|                                              |             | 2017                              | Compared with<br>Previous Term | 2016              | 2017             | Compared with<br>Previous Term | 2016     | 2017                                                                                                 | Compared with<br>Previous Term | 2016           |
|                                              |             | yen mil.                          | %                              | yen mil.          | yen mil.         | %                              | yen mil. | yen mil.                                                                                             | %                              | yen mil.       |
| Non-Financial                                | 689         | 13,579,174                        | +4.51                          | 12,993,616        | 666,253          | +9.62                          | 607,758  | 675,001                                                                                              | +11.14                         | 607,328        |
| Manufacturing                                | 244         | 3,911,945                         | +6.53                          | 3,672,080         | 240,116          | +7.94                          | 222,456  | 241,513                                                                                              | +9.85                          | 219,865        |
| Non-Manufacturing                            | 445         | 9,667,229                         | +3.71                          | 9,321,536         | 426,137          | +10.60                         | 385,302  | 433,488                                                                                              | +11.88                         | 387,463        |
| <i>All Industries (including financials)</i> | <i>707</i>  | <i>13,746,596</i>                 | <i>+4.58</i>                   | <i>13,144,331</i> | <i>-</i>         | <i>-</i>                       | <i>-</i> | <i>698,066</i>                                                                                       | <i>+11.79</i>                  | <i>624,420</i> |
| Fishery, Agriculture & Forestry              | 4           | 32,645                            | -0.04                          | 32,657            | 2,813            | +21.72                         | 2,311    | 2,938                                                                                                | +23.50                         | 2,379          |
| Mining                                       | 0           | -                                 | -                              | -                 | -                | -                              | -        | -                                                                                                    | -                              | -              |
| Construction                                 | 33          | 699,476                           | +3.71                          | 674,453           | 40,162           | -4.97                          | 42,262   | 40,962                                                                                               | -5.06                          | 43,144         |
| Foods                                        | 17          | 316,462                           | +2.06                          | 310,077           | 10,553           | -3.11                          | 10,892   | 12,495                                                                                               | -0.16                          | 12,515         |
| Textiles & Apparels                          | 1           | 9,097                             | +1.92                          | 8,926             | 340              | +93.18                         | 176      | 404                                                                                                  | +49.08                         | 271            |
| Pulp & Paper                                 | 7           | 75,351                            | +4.39                          | 72,185            | 4,825            | +18.00                         | 4,089    | 4,881                                                                                                | +18.96                         | 4,103          |
| Chemicals                                    | 28          | 541,840                           | +5.94                          | 511,455           | 35,365           | -2.12                          | 36,132   | 35,227                                                                                               | -1.20                          | 35,654         |
| Pharmaceutical                               | 9           | 29,107                            | +5.19                          | 27,672            | -3,997           | ...                            | -3,582   | -4,073                                                                                               | ...                            | -3,761         |
| Oil & Coal Products                          | 0           | -                                 | -                              | -                 | -                | -                              | -        | -                                                                                                    | -                              | -              |
| Rubber Products                              | 2           | 15,461                            | +12.52                         | 13,741            | 1,209            | +17.95                         | 1,025    | 1,152                                                                                                | +15.55                         | 997            |
| Glass & Ceramics Products                    | 10          | 111,724                           | +2.73                          | 108,755           | 3,056            | +17.27                         | 2,606    | 3,246                                                                                                | +18.94                         | 2,729          |
| Iron & Steel                                 | 4           | 72,721                            | +8.96                          | 66,741            | 5,108            | -15.53                         | 6,047    | 5,232                                                                                                | -13.56                         | 6,053          |
| Nonferrous Metals                            | 4           | 50,406                            | +15.77                         | 43,538            | 2,232            | +20.84                         | 1,847    | 2,234                                                                                                | +25.22                         | 1,784          |
| Metal Products                               | 19          | 190,938                           | +5.09                          | 181,684           | 12,720           | +25.27                         | 10,154   | 13,315                                                                                               | +27.02                         | 10,483         |
| Machinery                                    | 42          | 616,575                           | +11.08                         | 555,094           | 61,075           | +27.60                         | 47,864   | 61,421                                                                                               | +27.16                         | 48,302         |
| Electric Appliances                          | 46          | 930,106                           | +6.43                          | 873,906           | 51,761           | +7.57                          | 48,119   | 48,175                                                                                               | +7.75                          | 44,709         |
| Transportation Equipment                     | 14          | 502,263                           | +10.09                         | 456,229           | 27,812           | -12.93                         | 31,942   | 28,205                                                                                               | -10.68                         | 31,576         |
| Precision Instruments                        | 13          | 115,473                           | +6.32                          | 108,604           | 15,386           | +25.52                         | 12,258   | 16,401                                                                                               | +48.48                         | 11,046         |
| Other Products                               | 28          | 334,421                           | +0.28                          | 333,473           | 12,671           | -1.68                          | 12,887   | 13,198                                                                                               | -1.54                          | 13,404         |
| Electric Power & Gas                         | 0           | -                                 | -                              | -                 | -                | -                              | -        | -                                                                                                    | -                              | -              |
| Land Transportation                          | 8           | 134,433                           | +3.34                          | 130,086           | 4,434            | +4.60                          | 4,239    | 4,529                                                                                                | +12.80                         | 4,015          |
| Marine Transportation                        | 2           | 20,266                            | +7.55                          | 18,844            | 822              | +84.30                         | 446      | 714                                                                                                  | +107.56                        | 344            |
| Air Transportation                           | 0           | -                                 | -                              | -                 | -                | -                              | -        | -                                                                                                    | -                              | -              |
| Warehousing & Harbor Transportation Services | 2           | 34,412                            | +8.05                          | 31,848            | 2,058            | +8.49                          | 1,897    | 2,069                                                                                                | +8.67                          | 1,904          |
| Information & Communication                  | 100         | 1,124,374                         | +3.52                          | 1,086,114         | 87,121           | +11.12                         | 78,406   | 89,941                                                                                               | +12.45                         | 79,985         |
| Wholesale Trade                              | 87          | 2,601,580                         | +3.30                          | 2,518,399         | 62,848           | +9.00                          | 57,658   | 67,959                                                                                               | +8.96                          | 62,371         |
| Retail Trade                                 | 81          | 3,036,390                         | +0.78                          | 3,013,008         | 88,158           | +12.02                         | 78,701   | 93,126                                                                                               | +12.34                         | 82,894         |
| Real Estate                                  | 27          | 544,975                           | +17.79                         | 462,666           | 55,614           | +25.15                         | 44,437   | 50,637                                                                                               | +23.67                         | 40,945         |
| Services                                     | 101         | 1,438,678                         | +6.30                          | 1,353,461         | 82,107           | +9.56                          | 74,945   | 80,613                                                                                               | +16.02                         | 69,482         |
| Banks                                        | 0           | -                                 | -                              | -                 | -                | -                              | -        | -                                                                                                    | -                              | -              |
| Securities & Commodity Futures               | 13          | 106,088                           | +17.94                         | 89,949            | 16,636           | +130.86                        | 7,206    | 16,456                                                                                               | +104.17                        | 8,060          |
| Insurance                                    | 1           | 27,504                            | -1.96                          | 28,053            | -                | -                              | -        | 5,053                                                                                                | -1.67                          | 5,139          |
| Other Financing Business                     | 4           | 33,830                            | +3.41                          | 32,713            | 7,242            | +75.73                         | 4,121    | 1,556                                                                                                | -60.03                         | 3,893          |

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》 2

## Consolidated

| Industry                                     | No. of Cos. | Net Income     |                                |                | Amount of Dividends Paid |                                |                |
|----------------------------------------------|-------------|----------------|--------------------------------|----------------|--------------------------|--------------------------------|----------------|
|                                              |             | 2017           | Compared with<br>Previous Term | 2016           | 2017                     | Compared with<br>Previous Term | 2016           |
|                                              |             | yen mil.       | %                              | yen mil.       | yen mil.                 | %                              | yen mil.       |
| Non-Financial                                | 689         | 426,147        | +17.16                         | 363,727        | 125,082                  | +11.84                         | 111,844        |
| Manufacturing                                | 244         | 149,868        | +7.45                          | 139,472        | 45,061                   | +10.42                         | 40,811         |
| Non-Manufacturing                            | 445         | 276,279        | +23.20                         | 224,255        | 80,020                   | +12.65                         | 71,033         |
| <i>All Industries (including financials)</i> | <i>707</i>  | <i>436,637</i> | <i>+17.23</i>                  | <i>372,466</i> | <i>129,065</i>           | <i>+11.59</i>                  | <i>115,657</i> |
| Fishery, Agriculture & Forestry              | 4           | 1,567          | +27.92                         | 1,225          | 284                      | +24.56                         | 228            |
| Mining                                       | 0           | -              | -                              | -              | -                        | -                              | -              |
| Construction                                 | 33          | 26,252         | -12.28                         | 29,927         | 5,795                    | +2.40                          | 5,659          |
| Foods                                        | 17          | 7,252          | -6.17                          | 7,729          | 2,380                    | +3.07                          | 2,309          |
| Textiles & Apparels                          | 1           | 285            | +59.22                         | 179            | 37                       | +0.00                          | 37             |
| Pulp & Paper                                 | 7           | 2,509          | +18.40                         | 2,119          | 716                      | +3.17                          | 694            |
| Chemicals                                    | 28          | 19,219         | -16.24                         | 22,944         | 5,299                    | +1.77                          | 5,207          |
| Pharmaceutical                               | 9           | -5,498         | ...                            | -4,736         | 298                      | +37.33                         | 217            |
| Oil & Coal Products                          | 0           | -              | -                              | -              | -                        | -                              | -              |
| Rubber Products                              | 2           | 550            | -24.97                         | 733            | 153                      | +13.33                         | 135            |
| Glass & Ceramics Products                    | 10          | 2,573          | ...                            | -220           | 543                      | +23.41                         | 440            |
| Iron & Steel                                 | 4           | 4,014          | -5.82                          | 4,262          | 621                      | -10.26                         | 692            |
| Nonferrous Metals                            | 4           | 1,914          | +45.66                         | 1,314          | 443                      | +34.65                         | 329            |
| Metal Products                               | 19          | 9,392          | +65.03                         | 5,691          | 2,516                    | +10.06                         | 2,286          |
| Machinery                                    | 42          | 43,968         | -1.71                          | 44,731         | 11,280                   | +14.51                         | 9,851          |
| Electric Appliances                          | 46          | 29,054         | +24.72                         | 23,295         | 10,448                   | +12.12                         | 9,319          |
| Transportation Equipment                     | 14          | 14,751         | -12.23                         | 16,807         | 3,200                    | +9.29                          | 2,928          |
| Precision Instruments                        | 13          | 10,845         | +88.51                         | 5,753          | 3,932                    | +17.48                         | 3,347          |
| Other Products                               | 28          | 9,040          | +1.91                          | 8,871          | 3,195                    | +5.79                          | 3,020          |
| Electric Power & Gas                         | 0           | -              | -                              | -              | -                        | -                              | -              |
| Land Transportation                          | 8           | 3,037          | +0.23                          | 3,030          | 661                      | +22.63                         | 539            |
| Marine Transportation                        | 2           | 244            | ...                            | -75            | 0                        | ...                            | 66             |
| Air Transportation                           | 0           | -              | -                              | -              | -                        | -                              | -              |
| Warehousing & Harbor Transportation Services | 2           | 1,359          | +6.84                          | 1,272          | 315                      | +23.53                         | 255            |
| Information & Communication                  | 100         | 59,470         | +16.56                         | 51,020         | 18,410                   | +18.68                         | 15,512         |
| Wholesale Trade                              | 87          | 40,270         | +11.64                         | 36,072         | 10,859                   | +16.84                         | 9,294          |
| Retail Trade                                 | 81          | 57,127         | +75.24                         | 32,599         | 18,251                   | +2.18                          | 17,861         |
| Real Estate                                  | 27          | 38,171         | +27.64                         | 29,905         | 7,085                    | +26.93                         | 5,582          |
| Services                                     | 101         | 48,782         | +24.19                         | 39,280         | 18,360                   | +14.49                         | 16,037         |
| Banks                                        | 0           | -              | -                              | -              | -                        | -                              | -              |
| Securities & Commodity Futures               | 13          | 7,881          | +74.63                         | 4,513          | 2,668                    | +29.89                         | 2,054          |
| Insurance                                    | 1           | 3,866          | +19.76                         | 3,228          | 1,273                    | +2.09                          | 1,247          |
| Other Financing Business                     | 4           | -1,257         | ...                            | 998            | 42                       | -91.80                         | 512            |

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》 3

## Consolidated

| Industry                                     | No. of Cos. | Total Assets      |                                |                   | Net Assets       |                                |                  | Net worth        |                                |                  |
|----------------------------------------------|-------------|-------------------|--------------------------------|-------------------|------------------|--------------------------------|------------------|------------------|--------------------------------|------------------|
|                                              |             | 2017              | Compared with<br>Previous Term | 2016              | 2017             | Compared with<br>Previous Term | 2016             | 2017             | Compared with<br>Previous Term | 2016             |
|                                              |             | yen mil.          | %                              | yen mil.          | yen mil.         | %                              | yen mil.         | yen mil.         | %                              | yen mil.         |
| Non-Financial                                | 689         | 11,848,763        | +6.35                          | 11,141,134        | 6,232,822        | +7.80                          | 5,782,011        | 6,138,670        | +7.79                          | 5,695,010        |
| Manufacturing                                | 244         | 4,586,915         | +6.75                          | 4,296,793         | 2,713,206        | +7.73                          | 2,518,532        | 2,656,650        | +7.73                          | 2,466,128        |
| Non-Manufacturing                            | 445         | 7,261,848         | +6.10                          | 6,844,341         | 3,519,616        | +7.85                          | 3,263,479        | 3,482,020        | +7.84                          | 3,228,882        |
| <i>All Industries (including financials)</i> | <i>707</i>  | <i>12,859,421</i> | <i>+6.33</i>                   | <i>12,094,375</i> | <i>6,446,307</i> | <i>+7.63</i>                   | <i>5,989,253</i> | <i>6,322,221</i> | <i>+7.71</i>                   | <i>5,869,412</i> |
| Fishery, Agriculture & Forestry              | 4           | 23,282            | +11.18                         | 20,940            | 13,936           | +10.99                         | 12,556           | 13,739           | +11.22                         | 12,353           |
| Mining                                       | 0           | -                 | -                              | -                 | -                | -                              | -                | -                | -                              | -                |
| Construction                                 | 33          | 667,881           | +4.53                          | 638,937           | 357,910          | +6.23                          | 336,930          | 355,120          | +6.21                          | 334,349          |
| Foods                                        | 17          | 294,208           | +6.25                          | 276,901           | 164,682          | +5.03                          | 156,790          | 163,975          | +5.06                          | 156,078          |
| Textiles & Apparels                          | 1           | 13,279            | +2.46                          | 12,960            | 9,733            | +4.44                          | 9,319            | 9,733            | +4.44                          | 9,319            |
| Pulp & Paper                                 | 7           | 94,921            | +3.47                          | 91,734            | 57,926           | +5.59                          | 54,858           | 57,429           | +5.52                          | 54,424           |
| Chemicals                                    | 28          | 628,588           | +3.64                          | 606,519           | 380,095          | +4.61                          | 363,347          | 375,438          | +4.58                          | 358,993          |
| Pharmaceutical                               | 9           | 42,661            | -4.32                          | 44,588            | 28,660           | -3.11                          | 29,580           | 27,991           | -3.38                          | 28,970           |
| Oil & Coal Products                          | 0           | -                 | -                              | -                 | -                | -                              | -                | -                | -                              | -                |
| Rubber Products                              | 2           | 21,089            | +8.56                          | 19,426            | 7,255            | +7.85                          | 6,727            | 7,255            | +7.85                          | 6,727            |
| Glass & Ceramics Products                    | 10          | 128,382           | +1.51                          | 126,467           | 54,059           | +6.20                          | 50,903           | 53,872           | +6.23                          | 50,714           |
| Iron & Steel                                 | 4           | 77,598            | +7.52                          | 72,174            | 42,845           | +7.07                          | 40,015           | 42,845           | +7.07                          | 40,015           |
| Nonferrous Metals                            | 4           | 36,301            | +10.26                         | 32,923            | 17,065           | +10.58                         | 15,432           | 17,060           | +10.61                         | 15,424           |
| Metal Products                               | 19          | 250,664           | +7.10                          | 234,036           | 162,784          | +6.55                          | 152,781          | 162,353          | +6.49                          | 152,452          |
| Machinery                                    | 42          | 872,181           | +11.80                         | 780,148           | 571,999          | +15.21                         | 496,467          | 564,130          | +15.13                         | 489,989          |
| Electric Appliances                          | 46          | 1,065,032         | +6.86                          | 996,673           | 596,721          | +6.99                          | 557,714          | 589,315          | +7.26                          | 549,437          |
| Transportation Equipment                     | 14          | 457,177           | +2.08                          | 447,842           | 264,619          | +5.23                          | 251,467          | 233,105          | +4.56                          | 222,944          |
| Precision Instruments                        | 13          | 200,413           | +7.13                          | 187,069           | 153,439          | +7.71                          | 142,454          | 152,649          | +7.63                          | 141,831          |
| Other Products                               | 28          | 404,421           | +10.10                         | 367,333           | 201,324          | +5.58                          | 190,678          | 199,500          | +5.66                          | 188,811          |
| Electric Power & Gas                         | 0           | -                 | -                              | -                 | -                | -                              | -                | -                | -                              | -                |
| Land Transportation                          | 8           | 170,746           | +2.51                          | 166,573           | 83,758           | +3.45                          | 80,964           | 83,304           | +3.57                          | 80,432           |
| Marine Transportation                        | 2           | 29,675            | +7.12                          | 27,703            | 7,592            | +2.93                          | 7,376            | 7,162            | +3.62                          | 6,912            |
| Air Transportation                           | 0           | -                 | -                              | -                 | -                | -                              | -                | -                | -                              | -                |
| Warehousing & Harbor Transportation Services | 2           | 24,960            | +3.23                          | 24,179            | 13,844           | +8.33                          | 12,779           | 13,905           | +8.81                          | 12,779           |
| Information & Communication                  | 100         | 1,038,805         | +10.26                         | 942,183           | 669,041          | +10.73                         | 604,192          | 656,252          | +10.62                         | 593,227          |
| Wholesale Trade                              | 87          | 1,574,409         | +6.38                          | 1,479,995         | 731,524          | +6.61                          | 686,167          | 720,945          | +6.37                          | 677,793          |
| Retail Trade                                 | 81          | 1,810,346         | +2.16                          | 1,772,026         | 875,466          | +4.54                          | 837,461          | 872,795          | +4.71                          | 833,574          |
| Real Estate                                  | 27          | 724,092           | +15.81                         | 625,250           | 250,016          | +20.80                         | 206,974          | 249,332          | +20.67                         | 206,623          |
| Services                                     | 101         | 1,197,652         | +4.46                          | 1,146,555         | 516,529          | +8.04                          | 478,080          | 509,466          | +8.20                          | 470,840          |
| Banks                                        | 0           | -                 | -                              | -                 | -                | -                              | -                | -                | -                              | -                |
| Securities & Commodity Futures               | 13          | 781,056           | +9.03                          | 716,385           | 153,459          | +8.27                          | 141,742          | 133,098          | +6.39                          | 125,109          |
| Insurance                                    | 1           | 25,906            | +2.92                          | 25,172            | 11,795           | +3.32                          | 11,416           | 11,954           | +10.86                         | 10,783           |
| Other Financing Business                     | 4           | 203,696           | -3.77                          | 211,684           | 48,231           | -10.82                         | 54,084           | 38,499           | -0.03                          | 38,510           |

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》 4

## Consolidated

| Industry                                     | No. of Cos. | Return on Equity (ROE) |        | Ratio of Ordinary Profits to Total Assets |       | Ratio of Operating Income to Net Sales |        | Capital Adequacy Ratio |       | Dividend Payout Ratio |       | Ratio of Dividends to Net Assets |       |
|----------------------------------------------|-------------|------------------------|--------|-------------------------------------------|-------|----------------------------------------|--------|------------------------|-------|-----------------------|-------|----------------------------------|-------|
|                                              |             | 2017                   | 2016   | 2017                                      | 2016  | 2017                                   | 2016   | 2017                   | 2016  | 2017                  | 2016  | 2017                             | 2016  |
| Non-Financial                                | 689         | 7.21                   | 6.55   | 5.87                                      | 5.55  | 4.91                                   | 4.68   | 51.81                  | 51.12 | 29.30                 | 30.65 | 2.08                             | 1.98  |
| Manufacturing                                | 244         | 5.86                   | 5.77   | 5.44                                      | 5.21  | 6.14                                   | 6.06   | 57.92                  | 57.39 | 29.99                 | 29.08 | 1.72                             | 1.64  |
| Non-Manufacturing                            | 445         | 8.25                   | 7.15   | 6.15                                      | 5.75  | 4.41                                   | 4.13   | 47.95                  | 47.18 | 28.92                 | 31.62 | 2.36                             | 2.24  |
| <i>All Industries (including financials)</i> | 707         | 7.17                   | 6.51   | 5.59                                      | 5.26  | -                                      | -      | 49.16                  | 48.53 | 29.51                 | 30.95 | 2.07                             | 1.97  |
| Fishery, Agriculture & Forestry              | 4           | 12.01                  | 10.33  | 13.29                                     | 11.63 | 8.62                                   | 7.08   | 59.01                  | 58.99 | 18.12                 | 18.61 | 2.14                             | 1.89  |
| Mining                                       | 0           | -                      | -      | -                                         | -     | -                                      | -      | -                      | -     | -                     | -     | -                                | -     |
| Construction                                 | 33          | 7.62                   | 9.30   | 6.27                                      | 6.90  | 5.74                                   | 6.27   | 53.17                  | 52.33 | 22.07                 | 18.91 | 1.67                             | 1.75  |
| Foods                                        | 17          | 4.53                   | 5.02   | 4.38                                      | 4.55  | 3.33                                   | 3.51   | 55.73                  | 56.37 | 32.82                 | 29.87 | 1.48                             | 1.49  |
| Textiles & Apparels                          | 1           | 2.99                   | 1.94   | 3.08                                      | 2.10  | 3.74                                   | 1.97   | 73.30                  | 71.91 | 12.98                 | 20.67 | 0.39                             | 0.40  |
| Pulp & Paper                                 | 7           | 4.49                   | 3.97   | 5.23                                      | 4.50  | 6.40                                   | 5.66   | 60.50                  | 59.33 | 28.54                 | 32.75 | 1.27                             | 1.29  |
| Chemicals                                    | 28          | 5.23                   | 6.60   | 5.70                                      | 6.02  | 6.53                                   | 7.06   | 59.73                  | 59.19 | 27.57                 | 22.69 | 1.43                             | 1.48  |
| Pharmaceutical                               | 9           | -19.30                 | -16.41 | -9.34                                     | -8.55 | -13.73                                 | -12.94 | 65.61                  | 64.97 | ...                   | ...   | 1.02                             | 0.74  |
| Oil & Coal Products                          | 0           | -                      | -      | -                                         | -     | -                                      | -      | -                      | -     | -                     | -     | -                                | -     |
| Rubber Products                              | 2           | 7.87                   | 11.48  | 5.69                                      | 5.41  | 7.82                                   | 7.46   | 34.40                  | 34.63 | 27.82                 | 18.42 | 2.19                             | 2.11  |
| Glass & Ceramics Products                    | 10          | 4.92                   | -0.43  | 2.55                                      | 2.15  | 2.74                                   | 2.40   | 41.96                  | 40.10 | 21.10                 | ...   | 1.03                             | 0.86  |
| Iron & Steel                                 | 4           | 9.69                   | 11.18  | 6.99                                      | 8.67  | 7.02                                   | 9.06   | 55.21                  | 55.44 | 15.47                 | 16.24 | 1.50                             | 1.81  |
| Nonferrous Metals                            | 4           | 11.78                  | 8.83   | 6.45                                      | 5.65  | 4.43                                   | 4.24   | 47.00                  | 46.85 | 23.15                 | 25.04 | 2.73                             | 2.21  |
| Metal Products                               | 19          | 5.97                   | 3.79   | 5.49                                      | 4.54  | 6.66                                   | 5.59   | 64.77                  | 65.14 | 26.79                 | 40.17 | 1.59                             | 1.52  |
| Machinery                                    | 42          | 8.34                   | 9.46   | 7.43                                      | 6.43  | 9.91                                   | 8.62   | 64.68                  | 62.81 | 25.66                 | 22.02 | 2.11                             | 2.05  |
| Electric Appliances                          | 46          | 5.12                   | 4.24   | 4.67                                      | 4.55  | 5.57                                   | 5.51   | 55.33                  | 55.13 | 35.57                 | 39.09 | 1.80                             | 1.64  |
| Transportation Equipment                     | 14          | 6.47                   | 7.77   | 6.23                                      | 7.26  | 5.54                                   | 7.00   | 50.99                  | 49.78 | 21.69                 | 17.42 | 1.24                             | 1.20  |
| Precision Instruments                        | 13          | 7.37                   | 4.09   | 8.47                                      | 5.95  | 13.32                                  | 11.29  | 76.17                  | 75.82 | 36.26                 | 58.18 | 2.66                             | 2.37  |
| Other Products                               | 28          | 4.66                   | 4.77   | 3.42                                      | 3.65  | 3.79                                   | 3.86   | 49.33                  | 51.40 | 35.34                 | 34.04 | 1.63                             | 1.61  |
| Electric Power & Gas                         | 0           | -                      | -      | -                                         | -     | -                                      | -      | -                      | -     | -                     | -     | -                                | -     |
| Land Transportation                          | 8           | 3.71                   | 3.84   | 2.69                                      | 2.42  | 3.30                                   | 3.26   | 48.79                  | 48.29 | 21.76                 | 17.79 | 0.80                             | 0.68  |
| Marine Transportation                        | 2           | 3.47                   | -1.07  | 2.49                                      | 1.22  | 4.06                                   | 2.37   | 24.13                  | 24.95 | 0.00                  | ...   | 0.00                             | 0.88  |
| Air Transportation                           | 0           | -                      | -      | -                                         | -     | -                                      | -      | -                      | -     | -                     | -     | -                                | -     |
| Warehousing & Harbor Transportation Services | 2           | 10.19                  | 10.44  | 8.42                                      | 8.02  | 5.98                                   | 5.96   | 55.71                  | 52.85 | 23.18                 | 20.05 | 2.37                             | 2.09  |
| Information & Communication                  | 100         | 9.54                   | 8.98   | 9.08                                      | 8.77  | 7.75                                   | 7.22   | 63.17                  | 62.96 | 30.96                 | 30.40 | 2.90                             | 2.68  |
| Wholesale Trade                              | 87          | 5.76                   | 5.45   | 4.45                                      | 4.24  | 2.42                                   | 2.29   | 45.79                  | 45.80 | 26.97                 | 25.77 | 1.53                             | 1.39  |
| Retail Trade                                 | 81          | 6.70                   | 3.95   | 5.20                                      | 4.68  | 2.90                                   | 2.61   | 48.21                  | 47.04 | 31.94                 | 54.78 | 2.13                             | 2.15  |
| Real Estate                                  | 27          | 16.96                  | 15.68  | 7.51                                      | 6.95  | 10.20                                  | 9.60   | 34.43                  | 33.05 | 18.25                 | 18.21 | 3.09                             | 2.85  |
| Services                                     | 101         | 9.96                   | 8.57   | 6.88                                      | 6.17  | 5.71                                   | 5.54   | 42.54                  | 41.07 | 37.64                 | 40.83 | 3.70                             | 3.45  |
| Banks                                        | 0           | -                      | -      | -                                         | -     | -                                      | -      | -                      | -     | -                     | -     | -                                | -     |
| Securities & Commodity Futures               | 13          | 6.10                   | 3.66   | 2.20                                      | 1.15  | 15.68                                  | 8.01   | 17.04                  | 17.46 | 33.85                 | 45.51 | 1.81                             | 1.45  |
| Insurance                                    | 1           | 34.01                  | 29.94  | 19.79                                     | 20.42 | -                                      | -      | 46.14                  | 42.84 | 32.93                 | 38.63 | 10.97                            | 10.92 |
| Other Financing Business                     | 4           | -3.26                  | 2.71   | 0.75                                      | 1.93  | 21.41                                  | 12.60  | 18.90                  | 18.19 | ...                   | 51.30 | 0.08                             | 1.02  |

Note: " \* " = over 100% times.

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》

Historical Data 1 (Consolidated)

| Fiscal Year | No. of Cos.   |               |                   | Net Sales<br>(Operating Revenues) |                             |               |                             |                   |                             | Operating Income |                             |               |                             |                   |                             |
|-------------|---------------|---------------|-------------------|-----------------------------------|-----------------------------|---------------|-----------------------------|-------------------|-----------------------------|------------------|-----------------------------|---------------|-----------------------------|-------------------|-----------------------------|
|             | Non-Financial | Manufacturing | Non-Manufacturing | Non-Financial                     |                             | Manufacturing |                             | Non-Manufacturing |                             | Non-Financial    |                             | Manufacturing |                             | Non-Manufacturing |                             |
|             |               |               |                   |                                   | Compared with Previous Term |               | Compared with Previous Term |                   | Compared with Previous Term |                  | Compared with Previous Term |               | Compared with Previous Term |                   | Compared with Previous Term |
|             |               |               |                   | yen mil.                          | %                           | yen mil.      | %                           | yen mil.          | %                           | yen mil.         | %                           | yen mil.      | %                           | yen mil.          | %                           |
| 2014        | 715           | 247           | 468               | 14,865,261                        | 2.31                        | 4,147,609     | 2.87                        | 10,717,652        | 2.09                        | 752,969          | -3.38                       | 252,118       | -0.67                       | 500,851           | -4.70                       |
| 2015        | 738           | 266           | 472               | 14,857,861                        | 4.97                        | 4,346,845     | 3.15                        | 10,511,016        | 5.74                        | 667,091          | 10.17                       | 262,880       | 3.62                        | 404,211           | 14.89                       |
| 2016        | 708           | 255           | 453               | 13,533,237                        | 1.23                        | 4,020,318     | 0.02                        | 9,512,919         | 1.74                        | 673,836          | 12.73                       | 269,609       | 9.96                        | 404,227           | 14.65                       |
| 2017        | 689           | 244           | 445               | 13,579,174                        | 4.51                        | 3,911,945     | 6.53                        | 9,667,229         | 3.71                        | 666,253          | 9.62                        | 240,116       | 7.94                        | 426,137           | 10.60                       |

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》

## Historical Data 2 (Consolidated)

| Fiscal Year | Ordinary Profits<br>( Income from continuing operations before extraordinary items and income tax) |                             |               |                             |                   |                             | Net Income    |                             |               |                             |                   |                             |
|-------------|----------------------------------------------------------------------------------------------------|-----------------------------|---------------|-----------------------------|-------------------|-----------------------------|---------------|-----------------------------|---------------|-----------------------------|-------------------|-----------------------------|
|             | Non-Financial                                                                                      |                             | Manufacturing |                             | Non-Manufacturing |                             | Non-Financial |                             | Manufacturing |                             | Non-Manufacturing |                             |
|             |                                                                                                    | Compared with Previous Term |               | Compared with Previous Term |                   | Compared with Previous Term |               | Compared with Previous Term |               | Compared with Previous Term |                   | Compared with Previous Term |
|             | yen mil.                                                                                           | %                           | yen mil.      | %                           | yen mil.          | %                           | yen mil.      | %                           | yen mil.      | %                           | yen mil.          | %                           |
| 2014        | 789,414                                                                                            | -1.76                       | 278,761       | 3.15                        | 510,653           | -4.25                       | 414,661       | -3.8                        | 143,330       | 5.42                        | 271,331           | -8.04                       |
| 2015        | 666,075                                                                                            | 3.04                        | 260,487       | -7.15                       | 405,588           | 10.86                       | 322,245       | 1.09                        | 137,623       | -0.70                       | 184,622           | 2.47                        |
| 2016        | 669,403                                                                                            | 12.01                       | 264,094       | 8.60                        | 405,309           | 14.34                       | 412,255       | 47.06                       | 172,687       | 35.86                       | 239,568           | 56.35                       |
| 2017        | 675,001                                                                                            | 11.14                       | 241,513       | 9.85                        | 433,488           | 11.88                       | 426,147       | 17.16                       | 149,868       | 7.45                        | 276,279           | 23.20                       |

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》

Historical Data 3 (Consolidated)

| Fiscal Year | Amount of Dividends Paid |                             |               |                             |                   |                             | Total Assets  |                             |               |                             |                   |                             |
|-------------|--------------------------|-----------------------------|---------------|-----------------------------|-------------------|-----------------------------|---------------|-----------------------------|---------------|-----------------------------|-------------------|-----------------------------|
|             | Non-Financial            |                             | Manufacturing |                             | Non-Manufacturing |                             | Non-Financial |                             | Manufacturing |                             | Non-Manufacturing |                             |
|             |                          | Compared with Previous Term |               | Compared with Previous Term |                   | Compared with Previous Term |               | Compared with Previous Term |               | Compared with Previous Term |                   | Compared with Previous Term |
|             | yen mil.                 | %                           | yen mil.      | %                           | yen mil.          | %                           | yen mil.      | %                           | yen mil.      | %                           | yen mil.          | %                           |
| 2014        | 122,986                  | 14.26                       | 41,545        | 15.86                       | 81,440            | 13.47                       | 13,045,331    | 8.04                        | 4,852,777     | 7.14                        | 8,192,554         | 8.57                        |
| 2015        | 114,675                  | 6.58                        | 41,269        | -1.21                       | 73,405            | 11.52                       | 12,548,361    | 2.46                        | 5,057,912     | 0.69                        | 7,490,449         | 3.70                        |
| 2016        | 119,101                  | 13.4                        | 46,034        | 17.94                       | 73,067            | 10.72                       | 12,147,752    | 5.52                        | 5,141,224     | 8.62                        | 7,006,528         | 3.35                        |
| 2017        | 125,082                  | 11.84                       | 45,061        | 10.42                       | 80,020            | 12.65                       | 11,848,763    | 6.35                        | 4,586,915     | 6.75                        | 7,261,848         | 6.10                        |

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》

Historical Data 4 (Consolidated)

| Fiscal Year | Net Assets    |                             |               |                             |                   |                             | Net worth     |                             |               |                             |                   |                             |
|-------------|---------------|-----------------------------|---------------|-----------------------------|-------------------|-----------------------------|---------------|-----------------------------|---------------|-----------------------------|-------------------|-----------------------------|
|             | Non-Financial |                             | Manufacturing |                             | Non-Manufacturing |                             | Non-Financial |                             | Manufacturing |                             | Non-Manufacturing |                             |
|             |               | Compared with Previous Term |               | Compared with Previous Term |                   | Compared with Previous Term |               | Compared with Previous Term |               | Compared with Previous Term |                   | Compared with Previous Term |
|             | yen mil.      | %                           | yen mil.      | %                           | yen mil.          | %                           | yen mil.      | %                           | yen mil.      | %                           | yen mil.          | %                           |
| 2014        | 6,560,900     | 7.74                        | 2,804,302     | 8.87                        | 3,756,598         | 6.91                        | 6,439,238     | 7.74                        | 2,742,758     | 8.78                        | 3,696,480         | 6.98                        |
| 2015        | 6,326,132     | 2.13                        | 2,920,196     | 1.20                        | 3,405,936         | 2.94                        | 6,219,042     | 2.22                        | 2,859,534     | 1.20                        | 3,359,508         | 3.11                        |
| 2016        | 6,235,130     | 5.57                        | 2,896,054     | 5.39                        | 3,339,076         | 5.73                        | 6,144,842     | 5.58                        | 2,841,406     | 5.41                        | 3,303,436         | 5.72                        |
| 2017        | 6,232,822     | 7.80                        | 2,713,206     | 7.73                        | 3,519,616         | 7.85                        | 6,138,670     | 7.79                        | 2,656,650     | 7.73                        | 3,482,020         | 7.84                        |

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》

Historical Data 5 (Consolidated)

| Fiscal Year | Return on Equity (ROE) |               |               |               |                   |               | Ratio of Ordinary Profits to Total Assets |               |               |               |                   |               | Ratio of Operating Income to Net Sales |               |               |               |                   |               |
|-------------|------------------------|---------------|---------------|---------------|-------------------|---------------|-------------------------------------------|---------------|---------------|---------------|-------------------|---------------|----------------------------------------|---------------|---------------|---------------|-------------------|---------------|
|             | Non-Financial          |               | Manufacturing |               | Non-Manufacturing |               | Non-Financial                             |               | Manufacturing |               | Non-Manufacturing |               | Non-Financial                          |               | Manufacturing |               | Non-Manufacturing |               |
|             | Current Term           | Previous Term | Current Term  | Previous Term | Current Term      | Previous Term | Current Term                              | Previous Term | Current Term  | Previous Term | Current Term      | Previous Term | Current Term                           | Previous Term | Current Term  | Previous Term | Current Term      | Previous Term |
|             | %                      | %             | %             | %             | %                 | %             | %                                         | %             | %             | %             | %                 | %             | %                                      | %             | %             | %             | %                 | %             |
| 2014        | 6.70                   | 7.45          | 5.45          | 5.60          | 7.63              | 8.80          | 6.29                                      | 6.82          | 5.94          | 6.14          | 6.49              | 7.23          | 5.07                                   | 5.36          | 6.08          | 6.30          | 4.67              | 5.01          |
| 2015        | 5.25                   | 5.42          | 4.85          | 5.09          | 5.60              | 5.71          | 5.37                                      | 5.46          | 5.17          | 5.76          | 5.51              | 5.25          | 4.49                                   | 4.28          | 6.05          | 6.02          | 3.85              | 3.54          |
| 2016        | 6.90                   | 4.88          | 6.24          | 4.75          | 7.47              | 4.98          | 5.66                                      | 5.25          | 5.35          | 5.16          | 5.88              | 5.32          | 4.98                                   | 4.47          | 6.71          | 6.10          | 4.25              | 3.77          |
| 2017        | 7.21                   | 6.55          | 5.86          | 5.77          | 8.25              | 7.15          | 5.87                                      | 5.55          | 5.44          | 5.21          | 6.15              | 5.75          | 4.91                                   | 4.68          | 6.14          | 6.06          | 4.41              | 4.13          |

# Fiscal year 2017 Summary of Earnings Digest 《JASDAQ》

## Historical Data 6 (Consolidated)

| Fiscal Year | Capital Adequacy Ratio |               |               |               |                   |               | Dividend Payout Ratio |               |               |               |                   |               | Ratio of Dividends to Net Assets |               |               |               |                   |               |
|-------------|------------------------|---------------|---------------|---------------|-------------------|---------------|-----------------------|---------------|---------------|---------------|-------------------|---------------|----------------------------------|---------------|---------------|---------------|-------------------|---------------|
|             | Non-Financial          |               | Manufacturing |               | Non-Manufacturing |               | Non-Financial         |               | Manufacturing |               | Non-Manufacturing |               | Non-Financial                    |               | Manufacturing |               | Non-Manufacturing |               |
|             | Current Term           | Previous Term | Current Term  | Previous Term | Current Term      | Previous Term | Current Term          | Previous Term | Current Term  | Previous Term | Current Term      | Previous Term | Current Term                     | Previous Term | Current Term  | Previous Term | Current Term      | Previous Term |
|             | %                      | %             | %             | %             | %                 | %             | %                     | %             | %             | %             | %                 | %             | %                                | %             | %             | %             | %                 | %             |
| 2014        | 49.36                  | 49.50         | 56.52         | 55.67         | 45.12             | 45.79         | 29.56                 | 24.83         | 28.98         | 26.36         | 29.86             | 24.12         | 1.94                             | 1.82          | 1.55          | 1.45          | 2.24              | 2.09          |
| 2015        | 49.56                  | 49.68         | 56.54         | 56.25         | 44.85             | 45.11         | 35.50                 | 33.63         | 29.98         | 30.14         | 39.62             | 36.32         | 1.83                             | 1.79          | 1.42          | 1.50          | 2.19              | 2.04          |
| 2016        | 50.58                  | 50.56         | 55.27         | 56.95         | 47.15             | 46.09         | 28.78                 | 37.36         | 26.49         | 30.70         | 30.43             | 42.91         | 1.96                             | 1.80          | 1.62          | 1.43          | 2.25              | 2.12          |
| 2017        | 51.81                  | 51.12         | 57.92         | 57.39         | 47.95             | 47.18         | 29.30                 | 30.65         | 29.99         | 29.08         | 28.92             | 31.62         | 2.08                             | 1.98          | 1.72          | 1.64          | 2.36              | 2.24          |

Note: " \* " =over 100% times.