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## Consolidated Financial Results for the Nine Months Ended December 31, 2019 (under Japanese GAAP)

February 4, 2020

Company name: **Sanyo Chemical Industries, Ltd.**  
 Listing: Tokyo Stock Exchange  
 Securities code: 4471  
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 Scheduled date to file quarterly securities report: February 13, 2020  
 Scheduled date to commence dividend payments: –  
 Preparation of supplementary material on quarterly financial results: None  
 Holding of quarterly financial results presentation meeting: None

(Figures are rounded down to the nearest million yen)

### 1. Consolidated financial results for the first nine months of the fiscal year ending March 31, 2020 (from April 1, 2019 to December 31, 2019)

(1) Consolidated operating results (cumulative) (% indicates year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended								
December 31, 2019	117,728	(4.4)	8,717	(14.5)	9,208	(25.6)	5,919	(35.3)
December 31, 2018	123,194	1.8	10,196	8.3	12,371	10.7	9,148	18.3

Note: Comprehensive income: Nine months ended December 31, 2019 ¥5,320 million [(20.9)%]  
 Nine months ended December 31, 2018 ¥6,726 million [(45.7)%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended		
December 31, 2019	268.52	–
December 31, 2018	414.99	–

### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of				
December 31, 2019	186,783	135,142	70.5	5,975.18
March 31, 2019	193,630	132,623	66.8	5,868.58

Reference: Equity: As of December 31, 2019 ¥131,722 million  
 As of March 31, 2019 ¥129,371 million

## 2. Cash dividends

	Cash dividends per share				
	1Q (as of June 30)	2Q (as of Sept. 30)	3Q (as of Dec. 31)	4Q (as of Mar. 31)	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2019	–	60.00	–	65.00	125.00
Fiscal year ending March 31, 2020	–	70.00	–		
Fiscal year ending March 31, 2020 (Forecast)				70.00	140.00

Note: Revisions of the latest forecasts for cash dividends announced: None

## 3. Consolidated earnings forecasts for the fiscal year ending March 31, 2020 (from April 1, 2019 to March 31, 2020)

(% indicates year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending March 31, 2020	160,000	(1.0)	12,500	(3.2)	13,000	(14.5)	8,500	59.0	385.58

Note: Revisions of the latest forecasts for earnings announced: None

**\* Notes**

(1) Significant changes in subsidiaries during the nine months ended December 31, 2019 (changes in specific subsidiaries resulting in the change in scope of consolidation): None

(2) Application of special accounting methods for the preparation of quarterly consolidated financial statements: Yes

Note: See page 10, “2. Quarterly consolidated financial statements and significant notes thereto, (4) Notes to quarterly consolidated financial statements, Application of special accounting methods for the preparation of quarterly consolidated financial statements” for more information.

(3) Changes in accounting policies, accounting estimates, and restatements

- a. Changes in accounting policies associated with revised accounting standards, etc.: Yes
- b. Changes in accounting policies other than a. above: None
- c. Changes in accounting estimates: None
- d. Restatements: None

(4) Number of shares issued (common stock)

a. Number of shares issued at the end of the period (including treasury shares)

As of December 31, 2019	23,534,752 shares
As of March 31, 2019	23,534,752 shares

b. Number of treasury shares at the end of the period

As of December 31, 2019	1,489,738 shares
As of March 31, 2019	1,489,963 shares

c. Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

For the nine months ended December 31, 2019	22,044,923 shares
For the nine months ended December 31, 2018	22,045,587 shares

Note: Shares of Sanyo Chemical Industries, Ltd. (the “Company”) owned by the trust whose beneficiaries are directors, etc. of the Company are included in the treasury shares that are excluded in calculating the number of treasury shares at the end of the period and the average number of shares outstanding during the period.

\* Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

\* Appropriate use of earnings forecasts and other special items

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable. Consequently, any statements herein do not constitute assurances regarding actual results by the Company. Actual earnings may differ significantly due to various factors. See page 4, “1. Qualitative information regarding financial results for the nine months ended December 31, 2019, (3) Information concerning future forecast such as consolidated earnings forecasts” for more information regarding the circumstances behind the assumptions used in earnings forecasts and matters to be noted when relying on earnings forecasts.

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## 1. Qualitative information regarding financial results for the nine months ended December 31, 2019

### (1) Information regarding operating results

During the first nine months (April 1, 2019 to December 31, 2019) of the fiscal year ending March 31, 2020, the Japanese economy was trading water mainly due to stagnant exports which resulted from the slowdown in the Chinese economy, despite a gradual recovery in private consumption. Uncertainty remained in the global economy mainly over the risk of the continued effects of trade friction between the US and China on the real economy, despite waning concern over the intensification of that trade friction.

In the chemical industry, the business environment is unpredictable because raw material costs are unstable mainly due to increasing tension in the Middle East and the forex market is experiencing yen appreciation due a shift to easing in US monetary policy and other factors.

Under these circumstances, net sales for the period under review decreased by 4.4% year on year, to ¥117,728 million mainly due to a decrease in sales amount. In terms of profit, operating profit was ¥8,717 million (a decrease of 14.5% year on year) mainly due to a decrease in net sales, and ordinary profit was ¥9,208 million (a decrease of 25.6% year on year) mainly due to foreign exchange losses and a decrease in share of profit of entities accounted for using equity method. Profit attributable to owners of parent was ¥5,919 million (a decrease of 35.3% year on year).

### 1) Business performance

(Millions of yen)					
	Nine months ended December 31, 2018	Nine months ended December 31, 2019	Change		FY2018
			(Amount)	(Ratio)	
Net sales	123,194	117,728	(5,466)	(4.4)%	161,599
Operating profit	10,196	8,717	(1,479)	(14.5)%	12,919
Ordinary profit	12,371	9,208	(3,163)	(25.6)%	15,205
Profit attributable to owners of parent	9,148	5,919	(3,229)	(35.3)%	5,345
Basic earnings per share	¥414.99	¥268.52	¥(146.47)	(35.3)%	¥242.50
ROA (Return on assets*)	8.2%	6.5%	–	(1.7) percentage point	7.7%
ROE (Return on equity)	9.2%	6.0%	–	(3.2) percentage point	4.1%
Currency exchange (US\$, CNY)	US\$=¥111.15 CNY=¥16.60	US\$=¥108.66 CNY=¥15.60		¥(2.49) ¥(1.00)	US\$=¥110.93 CNY=¥16.54
Naphtha price in Japan	¥52,100/kl	¥42,200/kl		¥(9,900)/kl	¥49,400/kl

\*ROA (Return on assets) is calculated based on ordinary profit.

Note: ROA and ROE for the nine months ended December 31, 2018 and 2019 are annualized.

## 2) Business performance by segment

(Millions of yen)

	Nine months ended December 31, 2018		Nine months ended December 31, 2019		Change		FY2018	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
Toiletries and Health Care	43,110	1,270	40,510	1,061	(2,599)	(209)	55,293	1,176
Petroleum and Automotives	32,252	2,315	32,378	2,624	126	308	43,109	3,059
Plastics and Textiles	16,785	2,681	16,371	2,192	(414)	(489)	22,169	3,388
Information and Electrics/Electronics	16,956	3,006	15,873	2,075	(1,082)	(930)	22,761	4,003
Environmental Protection, Construction and Others	14,090	922	12,594	763	(1,496)	(158)	18,264	1,292

### <Toiletries and Health Care>

In the Toiletries segment, sales were weak because of flat sales for surfactants for liquid laundry detergents and weak sales of polyethyleneglycol in both domestic and foreign markets.

In the Health Care segment, sales were weak because of a substantial decrease in sales of superabsorbent polymers.

As a result, total net sales in this segment decreased by 6.0% year on year, to ¥40,510 million. Operating profit was ¥1,061 million (a decrease of 16.5% year on year).

### <Petroleum and Automotives>

In the Petroleum and Automotives segment, sales were flat. This was due to flat sales of lubricating oil additives and raw materials for polyurethane foams used in automobile seats and other applications, despite increased sales of thermoplastic polyurethane beads for interior parts of automobiles due to an increase in vehicle models using high-performance parts.

As a result, total net sales in this segment increased by 0.4% year on year, to ¥32,378 million. Operating profit was ¥2,624 million (an increase of 13.3% year on year).

### <Plastics and Textiles>

In the Plastics segment, sales of permanent antistatic agents remained flat. Meanwhile, sales of paint coating agents and additives were strong, although sales of resin modifiers were weak. As a result, sales in the Plastics segment were flat.

The Textiles segment experienced a large-scale decline in sales, as polyurethane resins for synthetic leather and elastomer fiber and the spin finish oil used in the manufacturing process of tire cord yarns and other items experienced a downturn due to reasons such as the impact of the issue between the US and China of export tariffs on exports to China, despite increased sales of chemicals for carbon fibers due to an increase in demand.

As a result, total net sales in this segment decreased by 2.5% year on year, to ¥16,371 million. Operating profit was ¥2,192 million (a decrease of 18.2% year on year).

### <Information and Electrics/Electronics>

In the Information segment, sales were weak due to decreased sales of polyester beads as a core component of polymerization toners due to users' inventory adjustments, despite flat sales of toner resins for pulverized toners.

In the Electrics/Electronics segment, sales were weak due to weak sales of electrolytes for aluminum electrolytic capacitors, despite a large increase in demand for adhesives for electronic parts.

As a result, total net sales in this segment decreased by 6.4% year on year, to ¥15,873 million. Operating profit was ¥2,075 million (a decrease of 31.0% year on year).

### <Environmental Protection, Construction and Others>

In the Environmental Protection segment, sales were weak due to the continued stagnation of the polymer flocculants market and a lack of increase in sales of cationic monomer, the raw material used to make polymer flocculants.

In the Construction segment, sales were weak. This was because domestic sales of raw materials for building sealants were weak despite increased overseas sales of the materials, and because sales of raw materials for polyurethane foams mainly used in furniture and heat insulating materials were also weak. As a result, total net sales in this segment decreased by 10.6% year on year, to ¥12,594 million. Operating profit was ¥763 million (a decrease of 17.2% year on year).

(2) Analysis of financial position

The Group's financial position at the end of the period under review was as follows:

Total assets decreased by ¥6,846 million compared with the end of the previous fiscal year, amounting to ¥186,783 million.

Net assets increased by ¥2,519 million from the end of the previous fiscal year, to ¥135,142 million. Equity ratio rose by 3.7 percentage points from the end of the previous fiscal year, to 70.5%.

Cash and cash equivalents ("cash") as of the end of the period under review amounted to ¥18,103 million. This marked a decrease of ¥1,048 million compared with the end of the previous fiscal year (cash decreased by ¥1,752 million during the same period of the previous fiscal year).

The cash flow movements during the period under review and the factors influencing them were as follows:

*Cash flows from operating activities*

Net cash provided by operating activities amounted to ¥12,438 million (compared to ¥9,921 million in net cash provided during the same period of the previous fiscal year). This result was mainly due to the cash inflow from profit before income taxes of ¥8,551 million, depreciation of ¥6,794 million and the decrease in trade receivables of ¥3,813 million, which outweighed the cash outflow mainly from the decrease in income taxes paid of ¥5,276 million.

*Cash flows from investing activities*

Net cash used in investing activities amounted to ¥8,244 million (compared to ¥9,648 million in net cash used during the same period of the previous fiscal year). This result was mainly due to a cash outlay of ¥6,783 million for purchase of non-current assets.

*Cash flows from financing activities*

Net cash used in financing activities amounted to ¥5,124 million (compared to ¥1,945 million in net cash used during the same period of the previous fiscal year). This result was mainly due to the cash outflow from dividends paid of ¥2,969 million, repayments of long-term borrowings of ¥1,252 million and the net decrease in short-term borrowings of ¥1,002 million.

(3) Information concerning future forecast such as consolidated earnings forecasts

Earnings during the period under review fell below consolidated earnings forecasts announced in September 2019. Given the uncertainty over the future including economic trends and the forex and crude oil markets, the Company has left its full-year consolidated earnings forecasts unchanged.

The rates of progress made during the period under review in comparison to the full-year consolidated earnings forecasts announced in September 2019 are shown in the table below.

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent
Consolidated earnings forecasts (Millions of yen)	160,000	12,500	13,000	8,500
[Progress to forecasts (%)]	[73.6]	[69.7]	[70.8]	[69.6]
Results for the previous fiscal year (Fiscal year ended March 31, 2019)	161,599	12,919	15,205	5,345

\* These earnings forecasts were based on information available at the time of announcement. Actual earnings may differ due to various factors occurring in the future.

## 2. Quarterly consolidated financial statements and significant notes thereto

### (1) Consolidated balance sheets

(Millions of yen)

	As of March 31, 2019	As of December 31, 2019
<b>Assets</b>		
Current assets		
Cash and deposits	19,151	18,103
Notes and accounts receivable - trade	47,223	43,217
Electronically recorded monetary claims - operating	2,037	2,082
Merchandise and finished goods	15,387	15,361
Semi-finished goods	3,765	3,980
Work in process	492	81
Raw materials and supplies	5,372	5,178
Other	1,663	1,367
Allowance for doubtful accounts	(38)	(34)
Total current assets	95,053	89,339
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	18,533	18,067
Machinery, equipment and vehicles, net	31,336	29,446
Land	8,900	8,860
Construction in progress	994	1,769
Other, net	2,560	2,482
Total property, plant and equipment	62,324	60,625
Intangible assets		
Software	1,255	1,250
Other	1,160	1,111
Total intangible assets	2,416	2,362
Investments and other assets		
Investment securities	28,864	27,993
Long-term loans receivable	984	1,989
Deferred tax assets	452	381
Retirement benefit asset	1,611	1,658
Other	1,952	2,461
Allowance for doubtful accounts	(28)	(29)
Total investments and other assets	33,835	34,455
Total non-current assets	98,577	97,444
Total assets	193,630	186,783



(Millions of yen)

	As of March 31, 2019	As of December 31, 2019
<b>Liabilities</b>		
Current liabilities		
Accounts payable - trade	22,248	21,070
Electronically recorded obligations - operating	7,402	6,563
Short-term borrowings	6,221	5,207
Current portion of long-term borrowings	1,964	1,400
Accrued expenses	3,542	3,172
Income taxes payable	3,137	255
Provision for bonuses	2,113	1,162
Provision for bonuses for directors (and other officers)	114	81
Electronically recorded obligations - non-operating	945	834
Other	4,834	3,742
Total current liabilities	52,524	43,491
Non-current liabilities		
Long-term borrowings	3,800	3,100
Deferred tax liabilities	3,044	3,108
Provision for stock-based compensation	77	160
Retirement benefit liability	76	78
Other	1,485	1,701
Total non-current liabilities	8,482	8,150
Total liabilities	61,007	51,641
<b>Net assets</b>		
Shareholders' equity		
Share capital	13,051	13,051
Capital surplus	12,290	12,264
Retained earnings	98,350	101,284
Treasury shares	(5,856)	(5,855)
Total shareholders' equity	117,836	120,743
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	10,263	10,274
Foreign currency translation adjustment	1,189	647
Remeasurements of defined benefit plans	82	56
Total accumulated other comprehensive income	11,535	10,978
Non-controlling interests	3,251	3,419
Total net assets	132,623	135,142
Total liabilities and net assets	193,630	186,783

(2) Consolidated statements of income and consolidated statements of comprehensive income  
Consolidated statements of income (cumulative)

(Millions of yen)

	Nine months ended December 31, 2018	Nine months ended December 31, 2019
Net sales	123,194	117,728
Cost of sales	96,090	91,467
Gross profit	27,104	26,260
Selling, general and administrative expenses	16,907	17,542
Operating profit	10,196	8,717
Non-operating income		
Interest income	36	64
Dividend income	761	642
Share of profit of entities accounted for using equity method	1,115	53
Rental income from real estate	265	267
Foreign exchange gains	210	–
Other	130	130
Total non-operating income	2,519	1,159
Non-operating expenses		
Interest expenses	93	75
Rental cost on real estate	78	78
Loss on abandonment of inventories	56	99
Foreign exchange losses	–	259
Other	115	154
Total non-operating expenses	344	668
Ordinary profit	12,371	9,208
Extraordinary income		
Gain on sales of non-current assets	35	–
Gain on sales of investment securities	923	160
Insurance claim income	44	12
Total extraordinary income	1,004	173
Extraordinary losses		
Loss on sales of non-current assets	15	–
Loss on retirement of non-current assets	600	830
Other	5	–
Total extraordinary losses	621	830
Profit before income taxes	12,754	8,551
Income taxes	3,354	2,529
Profit	9,400	6,022
Profit attributable to non-controlling interests	251	102
Profit attributable to owners of parent	9,148	5,919

Consolidated statements of comprehensive income (cumulative)

(Millions of yen)

	Nine months ended December 31, 2018	Nine months ended December 31, 2019
Profit	9,400	6,022
Other comprehensive income		
Valuation difference on available-for-sale securities	(2,444)	11
Foreign currency translation adjustment	(190)	(687)
Remeasurements of defined benefit plans, net of tax	(38)	(25)
Total other comprehensive income	(2,673)	(701)
Comprehensive income	6,726	5,320
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	6,561	5,363
Comprehensive income attributable to non-controlling interests	165	(42)

## (3) Consolidated statements of cash flows

(Millions of yen)

	Nine months ended December 31, 2018	Nine months ended December 31, 2019
<b>Cash flows from operating activities</b>		
Profit before income taxes	12,754	8,551
Depreciation	6,719	6,794
Loss on retirement of non-current assets	600	830
Amortization of goodwill	100	-
Increase (decrease) in provision for bonuses	(721)	(949)
Changes in retirement benefit asset and liability	(164)	(82)
Increase (decrease) in provision for retirement benefits for directors (and other officers)	20	-
Increase (decrease) in provision for bonuses for directors (and other officers)	(22)	(32)
Increase (decrease) in provision for stock-based compensation	48	86
Interest and dividend income	(797)	(706)
Interest expenses	93	75
Share of loss (profit) of entities accounted for using equity method	(1,115)	(53)
Loss (gain) on sales of investment securities	(923)	(160)
Decrease (increase) in trade receivables	(336)	3,813
Decrease (increase) in inventories	(5,497)	203
Increase (decrease) in trade payables	160	(1,892)
Other, net	(32)	(144)
<b>Subtotal</b>	<b>10,886</b>	<b>16,333</b>
Interest and dividends received	2,000	1,456
Interest paid	(96)	(74)
Income taxes paid	(2,869)	(5,276)
<b>Net cash provided by (used in) operating activities</b>	<b>9,921</b>	<b>12,438</b>
<b>Cash flows from investing activities</b>		
Purchase of non-current assets	(9,279)	(6,783)
Proceeds from sales of property, plant and equipment	64	101
Purchase of investment securities	(5)	(5)
Proceeds from sales of investment securities	975	239
Long-term loan advances	(651)	(1,024)
Other, net	(752)	(771)
<b>Net cash provided by (used in) investing activities</b>	<b>(9,648)</b>	<b>(8,244)</b>
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term borrowings	2,437	(1,002)
Repayments of long-term borrowings	(1,508)	(1,252)
Net decrease (increase) in treasury shares	(5)	(2)
Dividends paid	(2,528)	(2,969)
Dividends paid to non-controlling interests	(340)	(350)
Proceeds from share issuance to non-controlling shareholders	-	533
Other, net	-	(81)
<b>Net cash provided by (used in) financing activities</b>	<b>(1,945)</b>	<b>(5,124)</b>
Effect of exchange rate change on cash and cash equivalents	(80)	(118)
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(1,752)</b>	<b>(1,048)</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>17,377</b>	<b>19,151</b>
<b>Cash and cash equivalents at end of period</b>	<b>15,625</b>	<b>18,103</b>

(4) Notes to quarterly consolidated financial statements

*Notes to going concern assumptions*

None

*Notes on significant changes in the amount of shareholders' equity*

None

*Application of special accounting methods for the preparation of quarterly consolidated financial statements*

After applying tax effect accounting to profit before income taxes for the fiscal year, which includes the third quarter under review, the Company makes a reasonable estimate of the effective tax rate and multiply the profit before income taxes by that estimated effective tax rate. Furthermore, income tax adjustments are included in the presentation of income taxes.

*Changes in accounting policies*

The Company has applied IFRS 16 Leases to certain overseas consolidated subsidiaries from the first quarter of the fiscal year under review. As a result of this change, in principle, the borrower now recognizes both assets and liabilities in all leases.

The effects of the application of this standard on the quarterly consolidated financial statements are immaterial.

*Segment information*

[Segment information]

I Nine months ended December 31, 2018 (April 1, 2018 to December 31, 2018)

Information regarding net sales, profit or loss by reportable segment

(Millions of yen)

	Reportable Segment						Adjustment	Total
	Toiletries and Health Care	Petroleum and Automotives	Plastics and Textiles	Information and Electrics/Electronics	Environmental Protection, Construction and Others	Subtotal		
Net sales								
Sales to external customers	43,110	32,252	16,785	16,956	14,090	123,194	–	123,194
Intersegment sales/transfers	–	–	4	–	40	45	(45)	–
Total	43,110	32,252	16,790	16,956	14,131	123,240	(45)	123,194
Segment profit	1,270	2,315	2,681	3,006	922	10,196	–	10,196

Note: Total amount of the segment profit corresponds to operating profit described in the quarterly consolidated statements of income.

II Nine months ended December 31, 2019 (April 1, 2019 to December 31, 2019)

Information regarding net sales, profit or loss by reportable segment

(Millions of yen)

	Reportable Segment						Adjustment	Total
	Toiletries and Health Care	Petroleum and Automotives	Plastics and Textiles	Information and Electrics/Electronics	Environmental Protection, Construction and Others	Subtotal		
Net sales								
Sales to external customers	40,510	32,378	16,371	15,873	12,594	117,728	–	117,728
Intersegment sales/transfers	–	–	–	–	47	47	(47)	–
Total	40,510	32,378	16,371	15,873	12,641	117,775	(47)	117,728
Segment profit	1,061	2,624	2,192	2,075	763	8,717	–	8,717

Note: Total amount of the segment profit corresponds to operating profit described in the quarterly consolidated statements of income.

<Reference>

[Information by geographic segment]

Nine months ended December 31, 2018 (April 1, 2018 to December 31, 2018)

(Millions of yen)

	Japan	USA	China	Other	Total	Elimination or common assets	Consolidated total
Net sales							
(1) Sales to external customers	94,360	4,889	21,195	2,748	123,194	–	123,194
(2) Intersegment sales/transfers	5,691	–	1,332	51	7,075	(7,075)	–
Total	100,051	4,889	22,527	2,800	130,270	(7,075)	123,194
Operating profit (loss)	10,017	156	684	(727)	10,130	66	10,196

Nine months ended December 31, 2019 (April 1, 2019 to December 31, 2019)

(Millions of yen)

	Japan	USA	China	Other	Total	Elimination or common assets	Consolidated total
Net sales							
(1) Sales to external customers	89,068	5,329	18,274	5,055	117,728	–	117,728
(2) Intersegment sales/transfers	5,587	–	1,584	31	7,203	(7,203)	–
Total	94,656	5,329	19,859	5,086	124,931	(7,203)	117,728
Operating profit (loss)	8,710	224	556	(775)	8,715	1	8,717

[Overseas net sales]

Nine months ended December 31, 2018 (April 1, 2018 to December 31, 2018)

(Millions of yen)

	Asia	[Of which, China]	Americas	Other	Total
I. Overseas net sales	37,805	[21,272]	5,803	4,703	48,312
II. Consolidated net sales	–	[–]	–	–	123,194
III. Percentage of overseas net sales to consolidated net sales (%)	30.7	[17.3]	4.7	3.8	39.2

Nine months ended December 31, 2019 (April 1, 2019 to December 31, 2019)

(Millions of yen)

	Asia	[Of which, China]	Americas	Other	Total
I. Overseas net sales	36,827	[22,418]	6,937	1,737	45,502
II. Consolidated net sales	–	[–]	–	–	117,728
III. Percentage of overseas net sales to consolidated net sales (%)	31.3	[19.0]	5.9	1.5	38.7

Notes: 1. The term “overseas net sales” refers to net sales of the Company (non-consolidated) and its consolidated subsidiaries registered in countries and regions outside Japan.

2. Areas included in each country or region are determined based on their degree of proximity.

3. Main countries or regions included in each geographic segment

(1) Asia: South Korea, China, Indonesia, India, Thailand, etc.

(2) Americas: USA, Mexico, Brazil, etc.

(3) Other: Australia, Europe, Russia, the Middle East, etc.

### 3. Supplementary information

Trend of quarterly consolidated earnings

Fiscal year ended March 31, 2019

(Millions of yen)

	1Q	2Q	3Q	4Q	Total
	April 2018 to June 2018	July 2018 to September 2018	October 2018 to December 2018	January 2019 to March 2019	April 2018 to March 2019
Net sales	41,293	40,664	41,237	38,404	161,599
Operating profit	3,590	3,200	3,405	2,723	12,919
Ordinary profit	4,654	3,924	3,792	2,833	15,205
Profit attributable to owners of parent	3,170	2,778	3,200	(3,802)	5,345
Comprehensive income	4,164	4,430	(1,868)	(7,486)	(760)

Fiscal year ending March 31, 2020

(Millions of yen)

	1Q	2Q	3Q	Change (%)	
	April 2019 to June 2019	July 2019 to September 2019	October 2019 to December 2019	The same period of the previous fiscal year	The previous period
				October 2018 to December 2018	July 2019 to September 2019
Net sales	39,277	38,671	39,779	(3.5)	2.9
Operating profit	2,905	3,000	2,811	(17.5)	(6.3)
Ordinary profit	2,898	2,995	3,313	(12.6)	10.6
Profit attributable to owners of parent	1,794	1,998	2,126	(33.5)	6.4
Comprehensive income	1,021	729	3,569	—	389.1