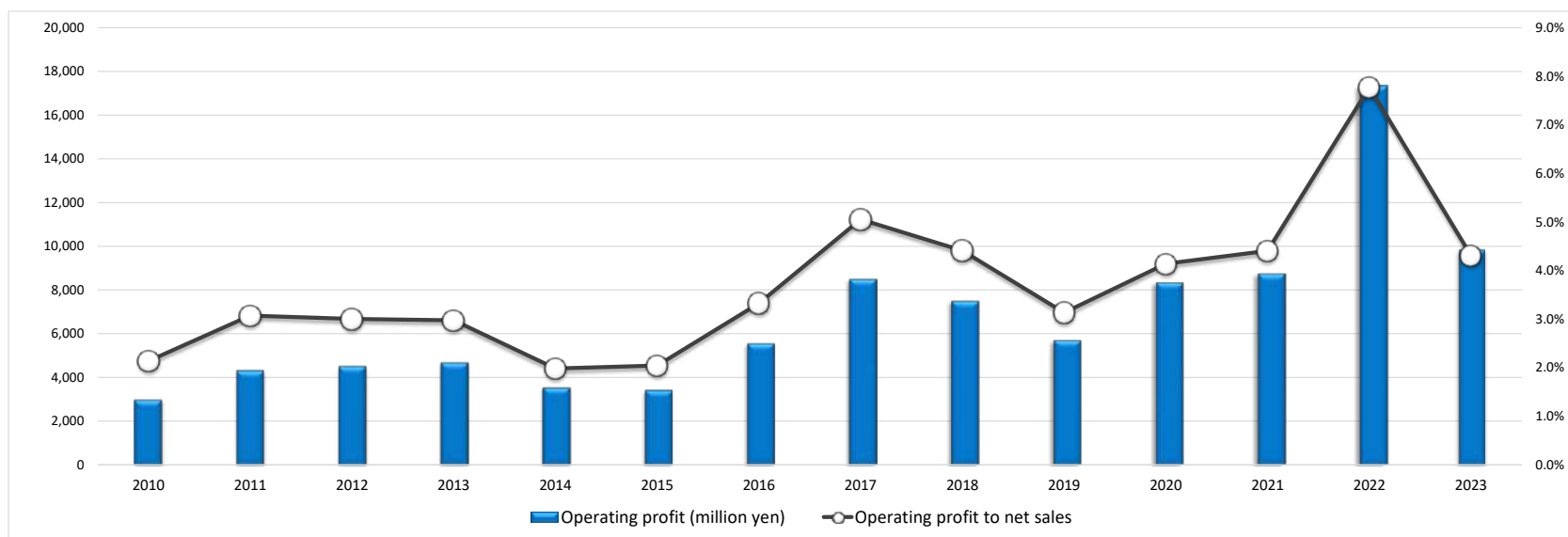


Operating Profit/Operating Profit to Net Sales



Fiscal years	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Net sales (million yen)	140,936	141,506	151,209	158,153	180,392	168,833	168,141	168,841	170,581	182,962	202,481	199,210	223,377	228,826
Gross profit (million yen)	36,610	39,161	38,020	39,031	42,699	37,175	40,689	43,640	42,635	43,673	51,038	50,881	63,167	58,427
SG&A expenses (million yen)	33,600	34,812	33,477	34,327	39,121	33,722	35,102	35,108	35,116	37,940	42,653	42,102	45,805	48,570
SG&A expenses to net sales	23.8%	24.6%	22.1%	21.7%	21.7%	20.0%	20.9%	20.8%	20.6%	20.7%	21.1%	21.1%	20.5%	21.2%
Operating profit (million yen)	3,010	4,349	4,542	4,703	3,577	3,452	5,586	8,532	7,519	5,733	8,384	8,779	17,361	9,856
Operating profit to net sales	2.1%	3.1%	3.0%	3.0%	2.0%	2.0%	3.3%	5.1%	4.4%	3.1%	4.1%	4.4%	7.8%	4.3%

*SG&A expenses to net sales = SG&A expenses/Net sales x 100 (%)

*Operating profit to net sales = Operating profit/Net sales x 100 (%)