

## セグメント別売上概況 Revenue by Segment

%=前年同期比/ YoY

|             |                              | Q3YTD FY2017 |          |         | Q3YTD FY2018 |        |          |       |         |       |
|-------------|------------------------------|--------------|----------|---------|--------------|--------|----------|-------|---------|-------|
|             |                              | JPN          | Overseas | WW      | JPN          | %      | Overseas | %     | WW      | %     |
| TIS         | Interventional Systems       | 28,755       | 136,871  | 165,626 | 24,176       | -15.9% | 139,400  | 1.8%  | 163,577 | -1.2% |
| ニューロバスキュラー  | Neurovascular                | 2,210        | 24,163   | 26,373  | 2,419        | 9.5%   | 27,186   | 12.5% | 29,606  | 12.3% |
| CV          | Cardiovascular Systems       | 7,577        | 25,659   | 33,236  | 7,487        | -1.2%  | 25,550   | -0.4% | 33,037  | -0.6% |
| 血管          | Vascular Graft               | 2,005        | 12,795   | 14,801  | 1,289        | -35.7% | 13,446   | 5.1%  | 14,735  | -0.4% |
| 心臓血管カンパニー   | Cardiac and Vascular Company | 40,548       | 199,490  | 240,038 | 35,373       | -12.8% | 205,584  | 3.1%  | 240,957 | 0.4%  |
| 医療器         | General Hospital Products    | 38,240       | 19,552   | 57,793  | 38,864       | 1.6%   | 19,822   | 1.4%  | 58,686  | 1.5%  |
| D&D         | Drug & Device                | 33,103       | -        | 33,103  | 33,967       | 2.6%   | -        | -     | 33,967  | 2.6%  |
| DM・ヘルスケア    | DM and Consumer Healthcare   | 15,890       | 2,270    | 18,160  | 15,954       | 0.4%   | 2,312    | 1.9%  | 18,266  | 0.6%  |
| ホスピタルシステム小計 | Hospital Systems Sub Total   | 87,234       | 21,822   | 109,057 | 88,785       | 1.8%   | 22,135   | 1.4%  | 110,921 | 1.7%  |
| アライアンス      | Alliance                     | 6,558        | 4,615    | 11,174  | 8,967        | 36.7%  | 5,980    | 29.6% | 14,947  | 33.8% |
| ホスピタルカンパニー  | General Hospital Company     | 93,793       | 26,438   | 120,231 | 97,753       | 4.2%   | 28,116   | 6.3%  | 125,869 | 4.7%  |
| 血液システムカンパニー | Blood Management Company     | 8,368        | 68,141   | 76,510  | 8,950        | 7.0%   | 67,640   | -0.7% | 76,591  | 0.1%  |
| その他         | Others                       | 162          | 12       | 174     | 168          | 3.5%   | 22       | 84.6% | 190     | 9.2%  |
| 計           | Total                        | 142,872      | 294,082  | 436,955 | 142,245      | -0.4%  | 301,364  | 2.5%  | 443,609 | 1.5%  |

(期中平均為替レート)

Average exchange rates

(USD1=¥111.69)

(EUR1=¥123.55)

(USD1=¥111.14)

(EUR1=¥129.47)

## 四半期別推移 Quarterly History for the Statement of Profit or Loss

|       |                     | Q1<br>FY2017 | Q2<br>FY2017 | Q3<br>FY2017 | Q4<br>FY2017 | FY2017  | Q1<br>FY2018 | Q2<br>FY2018 | Q3<br>FY2018 | FY2018<br>Forecast |
|-------|---------------------|--------------|--------------|--------------|--------------|---------|--------------|--------------|--------------|--------------------|
| 売上収益  | Revenue             | 139,312      | 145,297      | 152,344      | 150,820      | 587,775 | 143,020      | 141,977      | 158,611      | 597,000            |
|       | 各四半期売上収益/年間売上収益     | 23.7%        | 24.7%        | 25.9%        | 25.7%        | 100.0%  | 24.0%        | 23.8%        | 26.6%        | 100.0%             |
| 売上総利益 | Gross Profit        | 75,914       | 79,495       | 83,240       | 80,683       | 319,333 | 79,857       | 74,730       | 87,570       |                    |
|       | %Revenue            | 54.5%        | 54.7%        | 54.6%        | 53.5%        | 54.3%   | 55.8%        | 52.6%        | 55.2%        |                    |
| 販売管理費 | SG&A Expenses       | 48,708       | 50,976       | 54,418       | 58,259       | 212,363 | 54,810       | 55,906       | 57,320       |                    |
|       | %Revenue            | 35.0%        | 35.1%        | 35.7%        | 38.6%        | 36.1%   | 38.3%        | 39.4%        | 36.1%        |                    |
| 営業利益  | Operating Profit    | 28,435       | 28,739       | 29,393       | 21,983       | 108,552 | 25,875       | 21,707       | 30,891       | 108,000            |
|       | %Revenue            | 20.4%        | 19.8%        | 19.3%        | 14.6%        | 18.5%   | 18.1%        | 15.3%        | 19.5%        | 18.1%              |
| 税引前利益 | Profit before Tax   | 28,163       | 28,601       | 28,872       | 20,991       | 106,630 | 23,406       | 21,121       | 30,480       |                    |
|       | %Revenue            | 20.2%        | 19.7%        | 19.0%        | 13.9%        | 18.1%   | 16.4%        | 14.9%        | 19.2%        |                    |
| 当期利益  | Profit for the Year | 20,336       | 20,834       | 35,803       | 14,321       | 91,295  | 18,091       | 16,362       | 22,041       | 78,500             |
|       | %Revenue            | 14.6%        | 14.3%        | 23.5%        | 9.5%         | 15.5%   | 12.6%        | 11.5%        | 13.9%        | 13.1%              |

## キャッシュ・フロー計算書 (要約) Statements of Cash Flows

|                  | Q3YTD<br>FY2017 | Q3YTD<br>FY2018 |
|------------------|-----------------|-----------------|
| 営業キャッシュ・フロー      | 73,160          | 57,475          |
| 投資キャッシュ・フロー      | △ 31,022        | △ 48,242        |
| フリーキャッシュ・フロー     | 42,137          | 9,233           |
| 財務キャッシュ・フロー      | 3,625           | △ 19,735        |
| 現金及び現金同等物の換算差額   | 3,087           | 3,733           |
| 現金及び現金同等物の増減     | 48,850          | △ 6,769         |
| 現金及び現金同等物の期首残高   | 105,046         | 167,832         |
| 現金及び現金同等物の四半期末残高 | 153,897         | 161,063         |

## 参考情報 Additional Information

|            | Q3YTD<br>FY2017 | Q3YTD<br>FY2018 | FY2018<br>Forecast |
|------------|-----------------|-----------------|--------------------|
| 研究開発費      | 28,932          | 36,040          | 47,500             |
| 設備投資額      | 30,447          | 35,707          | 60,000             |
| 減価償却費及び償却費 | 30,805          | 32,649          | 43,000             |